

GRAIN & FEED JOURNALS

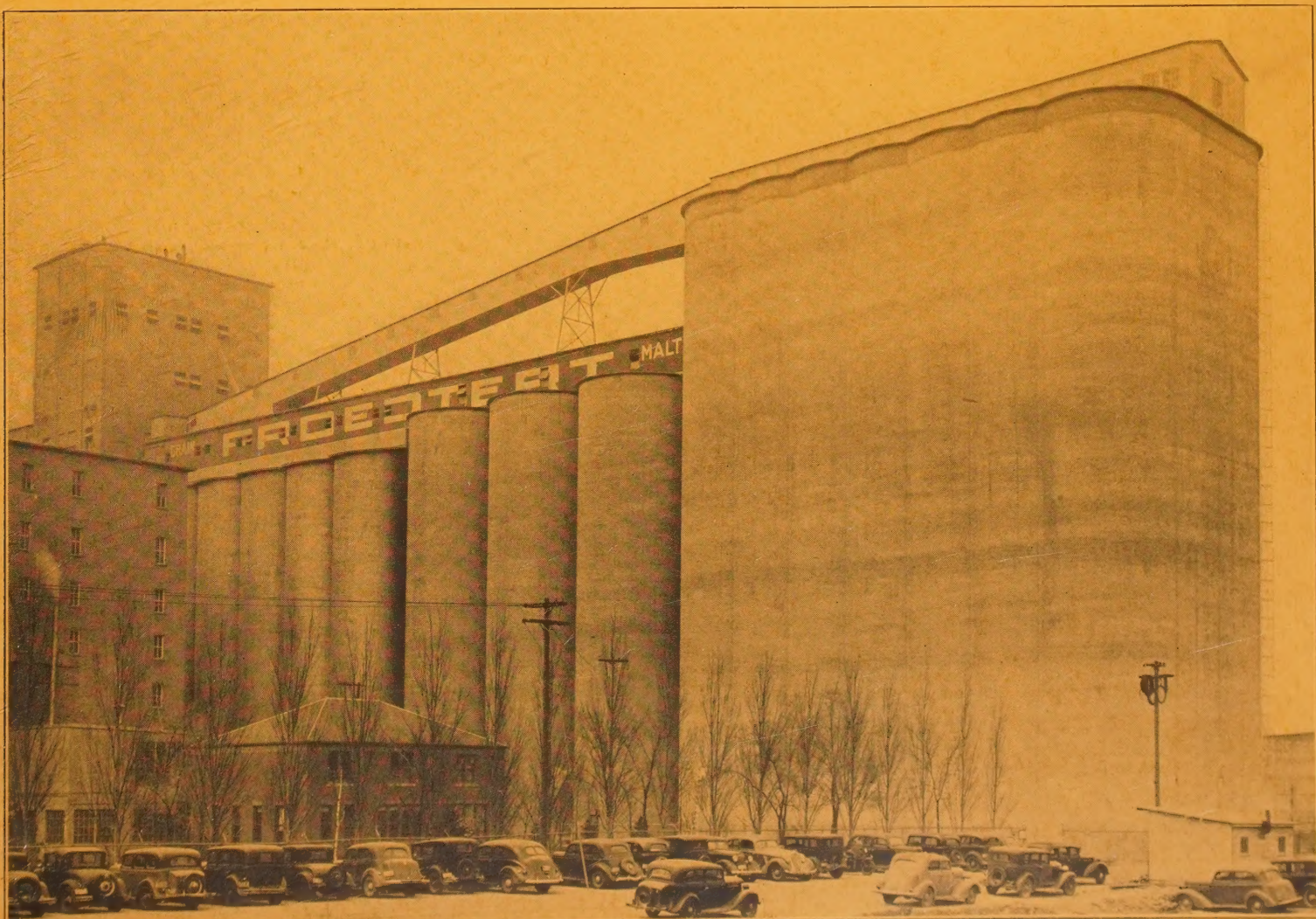
CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

In This Number

State Convention Programs
Indiana Manager Promotes Soybean Show
Advertising and Merchandising
Deadline for Spring Wheat Insurance
New Rust Resistant Wheats
Seed Law Proposed by Oklahoma Seedsmen
Require Agreement by Each Owner of
Salvage

Marketing Corn in the Argentine
Genuine Hybrid Seed Corn Dependable
How to Get Rid of Cobs
Iowa Farmers Want "Production of
Abundance"
Corn Performance Tests Planned in Kansas
Railroad Omnibus Bill Opposed
Truck Bills Introduced



At the right is the new 750,000-bus. annex of the Froedtert Grain and Malting Co., at Milwaukee, Wis.
[For description see page 108]

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Burrus Panhandle Elevators, public storage-mdsng.*
Great West Mill & Elevator Co., millers, grain dealers.*
Hardeman-King Co., grain seeds, feed mfrs.*
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Kearns Grain & Seed Co., grain-field seeds.*
Martin-Lane Grain Co., grain and public storage
Producers Grain Corp., federal bonded warehouse
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McConnell, E. E., consignments, brokerage.*
Lewis Grain Corporation, consignments.*
McKillop, Inc., J. G., consignments.*
Provost, S. E., grain and feed broker.*
Wood Grain Corp., consignments, brokerage.*

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Piper Grain & Mfg. Co., receivers and shippers.*
Wildner Grain Co., grain merchants.*

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Bennett & Co., Jas. E., grain, provisions, stocks.*
Continental Grain Co., grain merchants.*
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Holt & Co., Lowell, commission, grain and seeds.*
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Norris Grain Co., grain merchants.*
Quaker Oats Co., grain merchants.*

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The Cleveland Grain Co., home office.*

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Goodrich Bros. Co., wholesale grain and seeds.*

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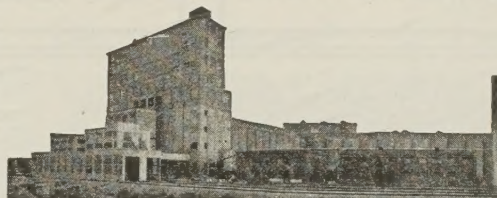
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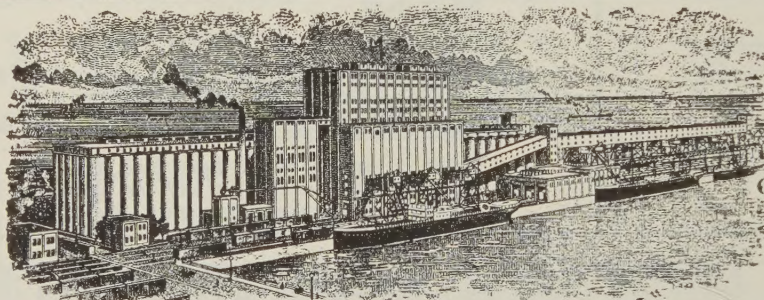
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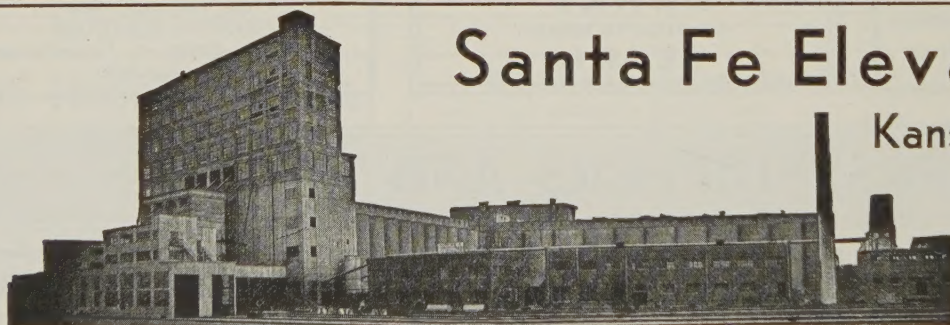
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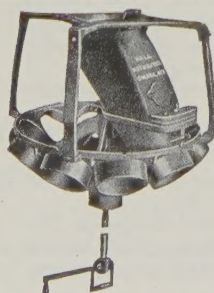
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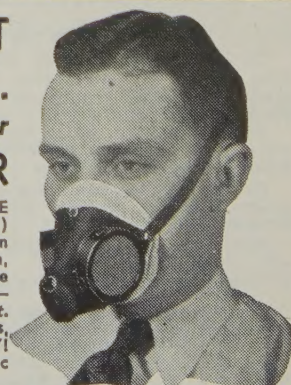
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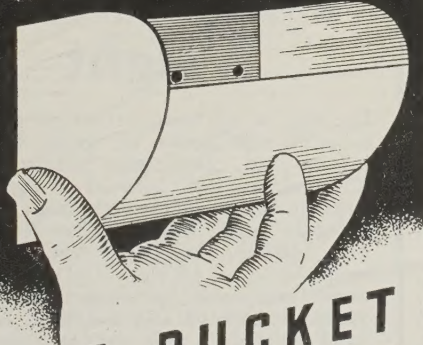
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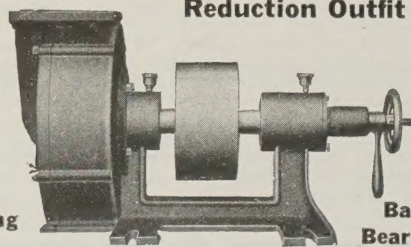
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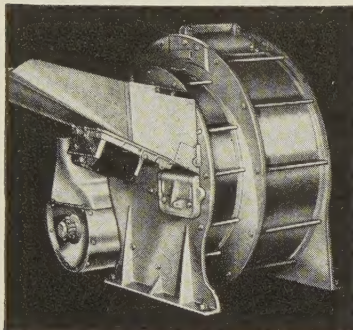
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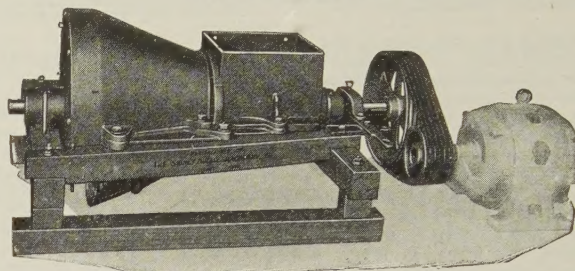
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QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., FEBRUARY 8, 1939

LABOR RECORDS kept as required under the wage and hour law are as necessary to the small employer as the big concern, and he can not afford to take the chance of getting into trouble thru failure to keep accurate work records.

CLOVERSEED thieves continue to prey upon Indiana farmers, aided unwittingly by grain dealers who buy the stolen seed from strangers, perhaps unaware of the Indiana law requiring them to keep a permanent record of all purchases of seed and grain, open to inspection by the prosecutors. Caution should be observed in all dealings with strangers.

THE WAGE AND HOUR administration seems to have bogged down, which might have been expected in attempting to make effective a law written in general terms by issuing rulings which may be fair to the few situations under consideration but are harmful when applied generally. The ridiculous "number of employees" restriction remains in the "area of production" definition.

THE COUNTRY grain dealer who erects a new elevator, remodels or overhauls an old one or adds a new department ignores the interest of his business and the welfare of his customers if he does not celebrate his enterprise with an opening day that will attract all farmers to his plant for an inspection of his improved facilities for serving them.

THE BITER GOT BIT when an auditor of the tax commission spent two or three days going over the accounts of a feed company at Aberdeen, Wash., only to discover that, instead of the proprietor being in arrears, the commission had to issue him a credit memorandum for \$26.40, which well repaid the proprietor for the three days' time wasted in assisting the auditor.

THE TWO-PRICE system is being advocated less vigorously by the Sec'y of Agriculture, but has not been given up entirely by him. The low income groups to be favored with surpluses at reduced prices are not paying the taxes that subsidize the sales of the F.S.C.C., whereas the bearers of our crushing burden of taxation should at least have the opportunity to cut their cost of living or raise their standard of living and consumption, by the privilege of purchasing at the lowest prices.

UNFORTUNATELY for the gentleman named by the president for membership in the Interstate Commerce Commission, he has written a book convicting himself of a fixed belief in government ownership of industry. Under our form of government as now constituted, private enterprise must be given free play unhampered by official sabotage such as might be expected of the Wisconsin radical. It is a prime consideration that enforcers of our laws should be in sympathy with their fundamental principles.

HIGHWAY motor transport is evidently in a state of change at the present time. In two different directions the trucking problem has encountered unsolved difficulties. One is the court decision at Rockford, Ill., vacating an order of the Illinois Commerce Commission, the effect of which is to rule the Keeshin common carrier trucks off the highways, on the theory that the rails are entitled to a monopoly. With all due respect to the court he is wrong. The rails are not entitled to a monopoly as against every other form of carriage by road, air or water. In another direction the authorities are endeavoring to classify a merchant hauling his own merchandise in his own truck as a common carrier, if he quotes a price delivered higher than the price at his distributing point. It is difficult to understand how a carrier can be classed as "common" when he hauls only his own merchandise and never touches property of Tom, Dick and Harry.

ONE SUGGESTION to relieve the agricultural distress is that payment of all taxes be permitted in commodities such as wheat at \$1 per bushel, and cotton at 15 cents per pound. Let the tax-eaters worry about what to do with the wheat turned over to the various federal, state, county and municipal governments.

CAUTIOUS BUYERS are examining every lot of grain offered at the elevator for damaged kernels. Weevil and the Lesser Corn Borer are appearing in more farm stored grain this year than in many previous crops. Shippers who are anxious to avoid heavy discounts owe it to themselves to discount their purchases that contain bugs of any kind. A thorough cleaning and a blowing on a cold day when the bugs are numb will dispose of many of the intruders. Grain bought right is usually half sold.

FREIGHT RATE schedules which provide for a difference of three or more cents on the opposite sides of an invisible line are not fair to the carrier or the shipper who has the higher rate. Persistent protest should bring about an early remedy of these unfair discriminations and promote the welfare of the communities discriminated against. All local merchants as well as the grain shipper will be helped by the scheduling of fairer rates and the carriers are duty bound to treat all stations on their lines with equity.

IT TAKES TIME and a lot of effort to put on a local soybean show like the First Annual Soybean Show at Remington, Ind., but Manager Daily feels well repaid. He justifiably expects the increase in the soybean acreage around Remington will go into approved, commercial varieties that will be sold to the elevators for resale to soybean processors. Most of any increase will come out of the acreage formerly devoted to oats. For the farmers it means better returns per acre, and for the elevators it means a safer handling margin.

COUNTRY grain buyers who find themselves disturbed by grain being hauled past their elevators to an elevator of a competitor owe it to themselves to make the acquaintance of their competitors and cultivate their friendship. Few dealers of experience are anxious to buy all the grain because they know they must let competitors have a fair share or participate in an overbidding contest which is sure to knock the profits out of the business of all neighboring dealers. Experience has proved conclusively that fair and friendly competition will always be more profitable than overbidding or overgrading. The leader who prefers to ignore his competitor seldom realizes a profit, while the dealer who cultivates his neighbors promotes harmony in the territory and contentment for all concerned.

AGREEMENTS by country elevator operators to consign their grain exclusively to one grain receiving firm at the terminal are contrary to public policy, and may evoke a desist order if the attention of the Federal Trade Commission is called to the practice. The Commission recently called in a well known steel company to answer for an exclusive dealing agreement violating Section 3 of the Clayton Act, and also issued a desist order against the leading biscuit manufacturer for an exclusive dealing contract. A country buyer who pays the full legal rate of interest on funds advanced to him on which to do business should be free to sell his grain where he can get the most for it.

Crop Curtailment Reduces Farm Income

The many farm organizations which have protested most frequently against a continuation of the government's crop control policy will be pleased to learn of the result of careful investigations conducted by the economic research division of the National Industrial Conference Board. Agricultural statistics of the U. S. A. covering the last seventy years show that farmers' incomes have not been increased by reduced crops. On the contrary, in years of large harvests of wheat, cotton and tobacco, the farmers collected more cash from their efforts than when harvests brought them a small crop.

Our wheat and cotton exports must be sold at the world price so that the more our farmers have to sell the more they realize from their large crops. The American farmer is an individualist who naturally resents the domination of his activities by dreamland theorists, and it now seems certain that the frequent protests of farmers are bound to bring about a halt in the politicians' attempted control of farming operations.

The Taxpayers in Revolt

One of the encouraging revolts now occurring in the ranks of United States taxpayers is a growing demand for reduced taxes. During the last fifteen years, it is estimated by the Chamber of Commerce of the United States that the cost of government has increased from \$7,200,000,000 to \$13,500,000,000, and this is not a true measure of the increasing cost of government, because the funds realized from bond issues will greatly swell the total and eventually must be paid by the citizens.

Every student of finance recognizes that the Federal government is spending far more than it can collect in taxes, so it is forced to borrow large sums which will necessitate the collection of additional taxes to meet the interest and maturing bonds.

All business institutions must pass most of the increasing taxes onto their

customers. Their cost of producing merchandise has been so greatly increased they must advance their selling prices or go into bankruptcy. Business has become so discouraged by the extra taxes collected that all enterprise has been strangled and increased employment is out of the question.

Working Against More Wage and Hour Regulations

Even the administrator of the federal wage and hour law is so confused by its indefinite and conflicting provisions that he has recommended to Congress changes intended to clarify the intent and requirements of this regulatory legislation now contributing largely to the fear and hesitation of all business leaders.

The agitators, overlooking the fact that more regulations, more restrictions will retard all business recovery, are demanding more arbitrary regulations than ever and striving earnestly to secure the enactment of state legislation which will extend the wage and hour regulations to all industries now exempt from the federal law, and doubtless, some of the state legislatures are so lacking in understanding of the needs of business that recovery will be further delayed by antagonistic legislation.

If commerce and industry are to shake off lethargy and fear which have long discouraged their attempting to resume business, then the lawmakers of the land must be induced to refrain from inaugurating new handicaps and new taxes, so that all business institutions will realize enough from their business activities to have something left for promotion and expansion. The taxeaters and spenders have taken such a large percentage of the earnings of industry, nothing is left for expansion or promotion, even though some captains of industry have sufficient courage to try to advance.

Fortunately for the grain merchants of some states, men who understand the needs of the grain business have gained admission to the lawmaking assemblies and, naturally, will work against any proposed legislation which is likely to prevent business recovery and advancement. Every clear-thinking citizen is outspoken in favor of business recovery, a recovery which would permit all business institutions to retain enough of their earnings not only to pay dividends, but to enlarge their business activities and promote their business in a way that will call for increased production.

It is fortunate indeed that all grain trade associations are working as a unit for legislation which will help to bring about more favorable conditions for business. In this, they surely merit not only the financial but the active per-

sonal support of every alert grain merchant. What helps business will give employment to more men and increase the buying power of consumers.

Shortages in Shipments Continue to Decline

Grain shippers are favored with box cars in much better condition today than ever before. Shortages are not only fewer in number, but smaller in volume. The day was when all grain shippers protested frequently about the poor box cars furnished them for transporting grain and some persisted in denouncing the railroad line to which their shipments were confined as providing few cars that would hold anything but baled hay. Shortages in shipments were numerous and losses were heavy. Claim agents were kept working overtime and shippers spent much time compiling detailed statements of their losses due to cars leaking grain in transit.

The improvement in rolling stock is traceable direct to the persistence of shippers in demanding reimbursement for their heavy losses. As shippers became better posted as to the needs of carefully cooping every car to which they entrusted grain, they inspected all cars tendered them more vigilantly and kept their scales in condition to weigh grain accurately so that they had definite information regarding all grain put in each car and gradually learned how to collect from the carrier for their losses.

The courts have decided so frequently that the rail carrier is duty bound to deliver at destination all grain received at point of origin and as shippers become better posted as to their rights and the liability of the carrier, they exercised greater care in inspecting every box car tendered for loading and in the preparation of authentic information regarding cars loaded so as to be in position to justify their claim for losses.

The records of terminal weighmasters and carriers support the conviction that shortages have declined both in number and in volume at least 70% in the last twenty years.

When the carriers came to investigate the causes of the frequent and heavy losses of grain in transit they took steps to improve the condition of their box cars and this effected a material reduction in claims for losses. The railroads were just as much opposed to ballasting their tracks with grain as were the grain shippers, so the investigations prompted by the persistent protests of the shippers brought about the improvement in rolling stock which has reduced the leaks and is now saving all shippers from heavy losses of their grain in transit. The result emphasizes the advantages of protesting against every abuse or deficiency which handicaps your business.

Separate Piles of Grain Require Agreement by Each Owner of Salvage

The Supreme Court of Idaho in a decision rendered Dec. 31, upsets the custom of disposing of grain, damaged by fire and water, as promptly as possible, for the benefit of whom it may concern, without first obtaining consent of the many individual owners of the grain in the burned warehouse. When the grain can be handled separately for any owner the consent of that individual must be obtained, under the new ruling in *Mitchell v. Munn Warehouse Co.*

The Court said:

Pr. or to Oct. 25, 1931, M. B. Mikkelsen, C. E. Munn, and Wiley Wagner were engaged as copartners in the operation of a warehouse at Craigmont, Idaho, under the firm name of Munn Warehouse Co. On or about Oct. 25, 1931, the copartnership incorporated. Thereafter, and until on or about May 25, 1933, the corporation operated the warehouse under a license issued by the department of agriculture. Sept. 16, 1932, appellant Hartford Accident & Indemnity Co. became surety for such corporation, as provided by Title 67, Chap. 2, I.C.A. In the following October respondent Mitchell stored in the warehouse of such company 13,024 bushels of wheat of three varieties, namely, Federation, Ridit, a red wheat, and Albit, a white wheat. The wheat was delivered to the warehouse in sacks. May 25, 1933, there were approximately 2,445 sacks, or 5,105 bushels, of the Albit wheat in the warehouse. These sacks were in a separate or special pile and upon many of them the name "P. W. Mitchell" was painted. Approximately 50% of the grain in the elevator and warehouse was insured and 40% uninsured, including the Mitchell grain.

A fire was discovered in the warehouse in the early morning hours of Thursday, May 25, 1933. The manager of the warehouse immediately purchased equipment and employed a crew to fight the fire and salvage the grain. A Mr. Lyng, an insurance adjuster, arrived at the scene of the fire about noon Friday, and Mr. Boyd, of Boyd-Conlee Co., arrived on Saturday, a little before noon. After Lyng arrived, Munn, the manager of the warehouse, surrendered the work of salvaging the grain and Lyng took over the work. On arriving at Craigmont, Boyd went to the scene of the fire and contacted Lyng, after which Lyng went to the manager of the warehouse company and told him of an offer on the grain he had from Boyd. The manager told Lyng he did not think the offer was enough and then Lyng asked the manager if he knew of any other purchasers who might be interested. The manager told him he did not, but he would go to the telephone office and see if he could find someone. The manager immediately went to the telephone office (between five and six o'clock in the evening), called Lewiston, and talked to a Mr. Wright and a Mr. Mikkelsen about the grain, asking them if they were interested in buying it, or if they knew of anyone who might be interested in buying it. They told the manager they would be up the next morning, but when the manager returned Lyng told him he had sold the grain to Boyd. It is not clear from the record just when respondent arrived at the scene of the fire. At any rate, the second day after the fire started, respondent asked Lyng "what authority he had to sell my grain and he told me: 'This is the way we have been doing; the way we handle this.' And I said: 'Well, I would like to know where you have any right to take somebody else's grain and sell it without their authority.' 'Well,' he says, 'That is the custom.' 'Well,' I says 'this is one time when you are not going to get by with it.'" Respondent Mitchell did not assent to the sale

of his grain nor did the purchaser, appellant Boyd-Conlee Co., either pay, or offer to pay, Mitchell anything whatever for his grain until after this action was commenced.

May 21, 1936, respondent commenced an action in conversion in the district court for Lewis County against the Munn Warehouse Co., a corporation, M. B. Mikkelsen, C. E. Munn and Wiley Wagner, individually, and as directors of the corporation, Hartford Accident & Indemnity Co., Boyd-Conlee Co., and General Insurance Co. of America. Thereafter, a judgment of dismissal was entered as to the General Insurance Co.

Conversion Charged.—The complaint charged the conversion of respondent's wheat. In addition, it alleged that on or about the 4th day of September, 1931, as provided by Title 67, Chap. 2, I. C. A., appellant Hartford Accident & Indemnity Co. became surety for Mikkelsen, Munn, and Wagner, as copartners in obtaining a license to conduct a warehouse at Craigmont; that on or about Sept. 16, 1932, as provided by Title 67, chap. 2, I. C. A., appellant Hartford Accident & Indemnity Co. became surety for the Munn Warehouse Co., a corporation, in obtaining a license to conduct a warehouse business at Craigmont.

Appellant Boyd-Conlee Company was notified by insurance adjuster for certain insurance companies having insurance on the Munn warehouse at Craigmont, the warehouse had burned and it was asked if it would make a bid on the grain; that, thereupon, Boyd, president of the company, proceeded to Craigmont, arriving there on the morning of May 27, 1933; that at that time the grain in the warehouse was all commingled together and portions thereof were burning at the time Boyd arrived; that none of the grain was marked in any way so it could be identified; that Lyng, adjuster, sold the grain to it for the sum of \$1,500; on information and belief, it alleged that respondent was fully informed of the fact Lyng had sold the grain and made no objection to the sale to either Lyng or to it; that it was impossible to identify any particular wheat in the warehouse at the time the grain was purchased and that the price paid for the grain was the full value of such grain; that plaintiff was estopped from making any claim against it by reason of his said conduct.

Commingling Alleged.—Hartford Accident & Indemnity Co. alleged the destruction of the warehouse by fire and "that any and all grain therein contained, piled in special piles, or otherwise, and marked and identified as the particular property of a particular person, or otherwise, was so damaged, burned and destroyed by fire and the sacks containing any such wheat in said warehouse were so damaged and burned, by or as a result of said fire, and the contents thereof were commingled with other grain in said warehouse in such a manner, by or as a result of said fire, that it was impossible to ascertain or segregate the grain of any particular person from that of any other particular person; that this answering defendant is informed and believes and upon information and belief alleged that one H. C. Lyng, acting in behalf of certain insurers of some of the grain in said warehouse (whose names are to defendant unknown), took possession of and caused such damaged grain as survived said fire to be sold; and that said H. C. Lyng in conducting the sale of said grain did not do so as the agent of this defendant, or with defendant's knowledge, acquiescence or consent; that this defendant is informed and believes, and on information and belief alleges, that the said H. C. Lyng sold said grain with the full knowledge, acquiescence and consent of the plaintiff herein, and that said H. C. Lyng holds the proceeds of said sale for the benefit of the plaintiff and any and all persons having any interest in said grain."

The trial court found that during the fall of the year 1932 respondent delivered to the warehouse 10,792 bus. of wheat, of which 5,073 bus. were red wheat and 5,719 bus. were Albit, or white wheat; that all of the wheat was delivered to the warehouse in sacks and piled in special piles, being separate and distinct from other wheat stored in the warehouse; that said piles were distinctly marked and identified with respondent's name; that the Albit or white wheat, in the amount of 5,700 bus. remained in the warehouse in a special pile marked and identified with the name of the respondent, P. W. Mitchell, and was not commingled, mixed or confused with the grain of any other person; and that after the fire the grain of respondent remained "in a separate and identified pile marked with and identified by the name of P. W. Mitchell, the plaintiff, and that a part of the sacks on the top and edges of the pile were burned, bursted and split open, and that 600 bus. thereof was destroyed," but that the remainder of the pile remained intact and was

not commingled, confused, or mixed with the grain of any other person.

While there is some conflict, there is ample substantial evidence supporting these findings. In effect, and with great candor, appellant Boyd-Conlee Co. so admits in the following language: "A considerable portion of the testimony in this case was given over to conflicting views as to whether plaintiff's wheat was separately piled so as to be distinguishable from a mass in the warehouse both before and after the fire. While not agreeing with the court's conclusion in this regard, it is conceded as set forth in the statement of facts that there was testimony produced to support a finding that plaintiff's wheat was distinguishable both before the fire and in a lesser quantity after the fire." This court has held repeatedly that where, as here, there is substantial conflict in the evidence, the decision of the court and judgment thereon will not be disturbed. *Largilliere Co., Bankers, v. Caribou Co.*, 56 Ida. 716, 721, 58 Pac. (2d) 466, and cases therein cited.

Sale Without Notice to Depositor.—In support of the second contention, appellants cite and rely upon section 171, 67 C. J., p. 538, reading as follows:

"It seems that if there is imminent danger of damage to, or destruction of, the goods, the warehouseman may sell even without notice to the depositor, altho where the danger of damage or destruction is not imminent the warehouseman will be held liable for conversion if he sells without notice to his depositor."

Value of Wheat Converted.—The trial court found, and correctly we think, that respondent's wheat at the time of its conversion was of the value of 27c a bushel, or the total sum of \$1,377, in that, where property has no market value, what it sold for in a bona fide transaction, is relevant to prove its value. *Humphrey v. Minnesota Clay Company* (supreme court of Minnesota), 103 N. W. 338, 2 Jones Commentaries on Evidence, p. 1318, sec. 703. And while there is some authority to the contrary, the prevailing doctrine is that evidence of the price obtained at a private sale is admissible on the question of the value of the goods. 65 C. J. pp. 109-110, sec. 195. Surely, if there was any wheat in the warehouse entitled to be graded No. 1 salvage and, therefore, worth 27c per bushel, it was respondent's, in that there is no evidence in the record of any wheat being smoked or damaged less than Mitchell's.

It is further contended by appellant, Boyd-Conlee Co., that the court erred in not deducting nine cents per bushel (average cost per bushel of the salvaging operations) from the amount of damages awarded to the respondent. Appellant did not seek a recovery of that expense by its answer in the court below. Its recovery was not made an issue, consequently, the trial court was not given an opportunity to pass on that question and made no finding thereon. The recovery of that expense cannot be raised for the first time on appeal.

It is further contended by appellant Boyd-Conlee Co. that respondent is estopped from claiming conversion in that respondent did not assist in the salvaging operations and did not seek out Mr. Boyd or any other representative of the Boyd-Conlee Co. to object or request any special treatment with respect to his wheat. To say the least, respondent was under no greater duty "to seek out" Mr. Boyd than Boyd was "to seek out" the respondent, and, further, the facts, as disclosed by the record are, that respondent did not know Lyng had sold the wheat to Boyd until after the sale. It could hardly be argued that respondent was under any duty to assist Boyd in salvaging operations prosecuted for the purpose, among others, of converting respondent's wheat to the use of appellant Boyd-Conlee Co.

Appellant Boyd-Conlee Co. also contends the trial court erred in failing to find "that plaintiff's grain was in danger of destruction under the circumstances existing in this case and that it was the duty and right of the Warehouse Co. and of Lyng, representing the insurance companies, to salvage the grain." First, and as hereinbefore pointed out, appellants did not plead the grain was in danger of destruction. Secondly, the record does not show appellants requested such a finding. Having failed to plead such defense, it was not an issue. Therefore, and for the further reason appellants did not request a finding, no error was committed. *Reid v. Keator*, 55 Ida. 172, 39 Pac. (2d) 926.

The unauthorized sale and delivery of respondent's wheat with the acquiescence of the warehouse company permanently deprived respondent of his property. This court held in *Forbush v. San Diego Fruit etc. Co.*, 46 Ida. 231, 243, 265 Pac. 659, that any unauthorized act which deprives an owner of his property permanently or for an indefinite time is a conversion. And, as to appellant Boyd-Conlee Co., the record shows it purchased respondent's wheat from Lyng and then took possession of, and sold, the same. We held in *Federal Land Bank v. McCloud*, 52 Idaho 694, 703, 20 Pac. (2d) 201, that one buying personal property must, at his peril, ascertain the ownership, and if he buys from one without authority to sell, his taking possession constitutes conversion.

The judgment should be affirmed. Costs awarded to respondent.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Broadcast of Grain Quotations?

Grain & Feed Journals: What radio stations broadcast the close of the Chicago grain markets and at what time?—The Hodges-Lemen Co., Shepherdstown, W. Va.

Ans.: The list of stations broadcasting grain quotations changes from time to time. At the time of the last check-up WJJD at 9:55, 12:30, and 1:43; WLS at 12:30 and 1:30, and WGN at 12:30 o'clock were the Chicago stations.

Virginia stations are WOPI, Bristol; WLVA, Lynchburg, and WDEJ, Roanoke.

North Carolina stations: WBT, Charlotte; WPTF, Raleigh, and WAIR, Winston-Salem.

Kentucky stations: WCKY, Covington; WLAP, Lexington, and WOMI, Owensboro.

Farm Stocks of Barley and Rye?

Grain & Feed Journals: We have the mimeograph report by the U. S. Dept. of Agriculture giving the stocks on farms Jan. 1 of corn, wheat and oats; but would like some information in regard to the stocks on farms Jan. 1 of barley and rye.—Kurth Malting Co., Milwaukee, Wis.

Ans.: No authority compiles or gives out the Jan. 1 stocks of barley and rye on farms.

In August or September the U. S. Dept. of Agriculture gives out the stocks on farms of barley and rye not directly but indirectly in a combination of farm and commercial stocks. By subtracting the commercial stock from the total the farm stock is arrived at.

For example in its report dated Aug. 25, 1938, on feed supplies the government gave the total supply of barley as of June 1 as 36,733,000 bus. The visible supply of the government (not the Board of Trade) on May 31 was 5,247,000, the difference of 31,486,000 bus. representing the stocks on farms.

Illinois Farmers Dealers Convention Program

A full program has been scheduled for the 36th annual convention of the Farmers Grain Dealers Ass'n of Illinois, which will be held in the Hotel Pere Marquette, Peoria, Ill., Feb. 14 and 15.

Tuesday morning is held open for registrations and the customary visiting of delegates. The convention will open Tuesday afternoon with welcomes, responses, reports of ass'n officials, and com'te appointments.

The banquet will be held Tuesday evening. Lyle Straight, of Bloomington, is the "cheer leader;" Michael B. Crawley, Peoria, the toastmaster; Dr. Frederick G. Codd, Davenport, Ia., the guest speaker. Entertainment will be by A Capella Choir, Peoria.

The Manager's Club will be in charge of the Wednesday morning session, with President H. A. Henricks, Cerro Gordo, presiding. This session will hear the annual address of the ass'n's president, L. E. Riley, Pleasant Plains; a discussion on freight rates and truck competition, led by Curt H. Stout, Gilman; a preview of the crop outlook for 1939 and the possibilities for export trade, by R. O. Cromwell, statistician for Lamson Bros. & Co., and a discussion of workmen's compensation insurance and claim settlement, by T. E. Sullivan, Omaha. The Manager's Club will hold its annual luncheon and business meeting Wednesday noon.

Two leading addresses are scheduled for Wednesday afternoon: "Chemical Research to Develop New Uses for Agricultural Products," by Dr. O. E. May, who will be in charge for the federal research laboratory soon to be established at Peoria, and "Motor Vehicle Regulation in Illinois," by Representative Everett R. Peters, St. Joseph, Ill. These addresses will be followed by the report of the resolutions com'te, and the election of officers.

Indiana Farmers Dealers Convention Program

The annual convention of the Indiana Farmers Grain Dealers Ass'n will be held in the Hotel Spencer, Marion, Feb. 16-17, announces the ass'n's president, Frank Pyle, of Van Buren.

A business session, with the reports of officers, will be held Thursday morning.

The Thursday afternoon session will include a discussion of modern advertising and selling principles by Glenn Campbell of the Campbell-Sanford Advertising Agency, Cleveland; and a study of grain marketing by Lew Hill of the Indianapolis market.

A banquet and entertainment will be held Thursday evening.

Friday morning's program calls for a discussion of credit by F. J. Habien, Muncie, director of the National Credit Ass'n, and an outline of chemurgic research by Dr. O. E. May, who will have charge of the regional research laboratory at Peoria, Ill.

Ohio Farmers Dealers Plan Big Program

A splendid program has been prepared for the 24th annual convention of the Ohio Farmers Grain Dealers Ass'n in the Waldorf Hotel, Toledo, O., Feb. 21, and 22, announces Sec'y C. S. Latchaw. Reservations are pouring in.

Entertainment will include a banquet, a humorous speaker, a floor show, and dancing so long as the delegates will keep the orchestra busy.



John L. Barr, Denver, Colo., Deceased

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 9. Mutual Millers & Feed Dealers Ass'n, Buffalo, N. Y.

Feb. 14, 15. Farmers Grain Dealers Ass'n of Illinois, Pere Marquette Hotel, Peoria, Ill.

Feb. 16, 17. Farmers Grain Dealers Ass'n of Indiana, Spencer Hotel, Marion, Ind.

Feb. 17, 18. Eastern Federation of Feed Merchants, Onondaga Hotel, Syracuse, N. Y.

Feb. 21, 22. Farmers Grain Dealers Ass'n of Ohio, Waldorf Hotel, Toledo, O.

Feb. 21, 22, 23. Minnesota Farmers Elevator Ass'n, Hotel West, Minneapolis, Minn.

Feb. 22. Pacific Northwest Feed Ass'n, New Washington Hotel, Seattle, Wash.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

April 6, 7. The Farmers Co-operative Grain Dealers Ass'n of Oklahoma, Enid, Okla.

April 20, 21, 22. California Hay, Grain and Feed Dealers Ass'n, San Francisco, Cal.

May 1, 2. Western Grain & Feed Dealers Ass'n, Sioux City, Ia.

May 11, 12. Illinois Grain Dealers Ass'n, Springfield, Ill.

May 15, 16. Panhandle Grain and Feed Dealers Ass'n, Amarillo, Tex.

May 17, 18. Oklahoma Grain and Feed Dealers Ass'n, Enid, Okla.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 5, 6. Central Retail Feed Ass'n, Inc., Schroeder Hotel, Milwaukee, Wis.

June 6. Northwest Country Elvtr. Ass'n, Minneapolis, Minn.

June 7, 8, 9. Pennsylvania Millers and Feed Dealers Ass'n, Nittney Hotel, State College, Pennsylvania.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

Oct. 2-3—Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.

John L. Barr Passes On

John Lawrence Barr, Denver, Colo., passed away recently after a week's illness. He was 75 years old.

Mr. Barr had been associated with the grain business in Denver for 50 years. In 1901 he purchased the Ayres Milling & Grain Co., which he managed until his death. The company operated a 300,000 bushel capacity reinforced concrete elevator on the Union Pacific R. R. and a 1,000 ton capacity warehouse on the C. & S. and Santa Fe railways. In addition it operated country elevators in Colorado, Idaho and Utah.

Mr. Barr, during his long years in the Denver market, served the Denver Grain Exchange in literally every com'te and official position. He was president in 1915, when the Exchange moved into the Cooper Building, where it is still located.

Amarillo, Tex.—The "dust bowl," once a 51,000,000 acre region of high winds, dust and desolation, has been shaved to 9,000,000 acres, say agricultural agents in Texas, Oklahoma, Kansas, Colorado, and New Mexico. Wheat prospects are again claiming the attention of the inhabitants, and Ted Alexander, of Potter County, Tex., says the prospects are the best since 1932.

Wheat Growers Ask Processing Tax

About 50 hand-picked "wheat growers" from 10 states followed a three day conference with A.A.A. officials in Washington, D. C., late last month, by sending "recommendations" to R. M. Evans, Agricultural Adjustment Administrator, asking imposition of processing taxes, and readjustment of freight rates downward.

"It is not anticipated that loans and conservation payments," said the recommendations, "will enable the grower to achieve parity income at all times. Therefore, it will be necessary that parity payments be provided in years of low prices. It is recommended that in order to provide sufficient funds for parity, a processing tax be levied so that the commodity will pay its own way."

Correction of "faulty distribution" thru readjustment of the rate structure was suggested. The recommendations said: "The wheat growers heartily indorse those provisions of the A.A.A. act of 1938, which give the Sec'y of Agriculture the power to intervene in rate hearing cases and recommend that a thorough study of the freight rate structure be made in the wheat producing areas."

The recommendations also asked that Congress exempt farmers producing less than 200 bushels of wheat from the marketing control provisions of the A.A.A. Act, thus doubling the exemption and eliminating voting pressure from farmers who do mixed farming, should the combined carry-over and current crop exceed by more than 35 per cent the domestic and export needs for wheat, thus forcing a vote on marketing allotments next summer.

Minnesota's Convention Program

Extensive plans have been made for the annual convention of the Minnesota Farmers Elevator Ass'n convention, in the West Hotel, Minneapolis, Feb. 21-23.

The Tuesday morning session will be devoted to registration, ass'n business and reports of officers. On the afternoon program is LeRoy K. Smith, of the Federal Crop Insurance Corp., on "Crop Insurance," and a discussion headed "State Income Tax" by a representative of the Minnesota Tax Commission. Pending legislative bills will be discussed.

At Wednesday afternoon's general session, Ben. C. Maynard, of the Reconstruction Finance Corp., Minneapolis, will discuss the "Corn and Wheat Loan Program," and W. H. Mills, of General Mills, Inc., will discuss the "Importance of Hard Spring Wheat in the Economy of the Northwest."

The Wednesday morning session will be devoted to group meetings, with an Elevator Officers' Breakfast, an Elevator Managers' Breakfast, and open forums on subjects like "Keeping the Membership Informed," "Renewing Elevator Charters," "Making Out Tax Returns," and the "Keeping of Proper Records and Audits."

The Thursday morning session's topics for discussion include "Feed Grinding and Mixing," "Merchandising of Seeds, Coal, and Machinery," "Grain Testing Equipment," "Buying and Marketing Grain," and "Pending Legislative Bills." Thursday afternoon will be devoted to ass'n business, elections of officers, and reports of convention committees.

A luncheon will be held at noon on Wednesday for visiting ladies. The annual banquet will be held Wednesday evening, with Frank Madden as the featured speaker, and several entertainment features. The banquet will be followed by the annual dance.

Washington, D. C.—"In the 1939 Agricultural Conservation Program of the Department of Agriculture," says an announcement by the A. A. A., "home gardens on the farm are encouraged by being specifically exempted from the list of soil depleting crops."

Iowa Farmers Elevator Ass'n Wants "Production of Abundance"

Resolutions adopted at the closing session of the 35th annual convention of the Farmers Grain Dealers Ass'n of Iowa, held in the Hotel Savery, Des Moines, Jan. 24-26, pleaded:

"We are convinced that agriculture must still pursue a cooperative course of adjusted production which should include:

"Production of an abundance at all times to an effective consumer demand which should be expanded by every legitimate effort;

"Conservation of soil and soil fertility to a degree in keeping with the best public interest;

"Farm warehousing of staple agricultural commodities federally financed at low interest rates to insure the nation against shortage in poor crop years."

The ass'n also favored "every possible effort thru research to find new uses for agricultural products."

ELECTION of officers continued Oscar Helne, Marcus, in the office of president, which he has filled since 1930, and made Fred Nelson, Nevada, vice president. Directors N. K. Anderson, Thompson, and Jens G. Thuessen, Cedar Falls, were re-elected, and O. E. Heider, Arcadia, was elected to replace Director George W. Feil, Riverton. Not up for re-election, Don E. Edison, Fort Dodge, continues as sec'y.

PRESIDENT HELINE, in his annual address, told of changes in cooperatives since 1920, cooperatives declining in membership to 1930. Membership is now increasing, he said.

Patronage of farmers elevators, he said, has been cut by changing market conditions, and the influence of good roads and trucking facilities. Many stations have ceased shipping grain. The trend is toward fewer, but stronger elevators.

A recent survey of elevators in one Iowa county, said Helne, showed the average credit cost was over \$1,400 per company annually. He wondered if farmers would demand credit if they realized its cost.

Helne believed elevators are entitled to an adequate margin, sufficient to pay interest on capital invested, depreciation, good salaries, and improvements. Where territories overlap, reducing volume of grain available, and increasing costs, he considered the advisability of mergers to eliminate "unfair competition." Surveys of the volume of business available, and combinations of suitable sidelines to help carry the expense, as well as efficient purchasing and merchandising practices, he considered necessary to the successful operation of an elevator.

SECY DON EDISON, Fort Dodge, announced 303 elevators in the ass'n membership, and reported some complaints against switching charges, weights and grades at Minneapolis.

HARRY L. BROWN, Assistant Sec'y of Agriculture, Washington, believed that "a price fixing program may or may not be the logical alternative to the present farm program, but you may be sure its enforcement would require rigid regulation both of farm production and handling of farm products."

DEAN R. E. BUCHANAN, Iowa State College, discussed "Chemical Research in Relation to the Adaptation and Utilization of Agricultural Raw Products."

VANCE M. RUCKER, Kansas State College talked on "Credit Problems and Management," advocating a cash basis for operation of a country elevator.

J. H. MASON, of the Omaha Bank for Cooperatives, suggested that some cooperatives lack capital and proper organization, and outlined the service of the Farm Credit Corp.

Meeting in joint session with the organization were the Farmers Elevator Service Co., Ralston, and the Iowa Cooperative Grain Co.

A grain grading school, under the leadership of Willis B. Coombs, of the extension service of the U. S. Department of Agriculture, preceded the regular convention sessions.

Deadline for Spring Wheat Insurance

Growers of spring wheat who want to insure their 1939 harvests under the "all-risk" wheat crop insurance program must have their applications on file in county AAA offices by March 1, Leroy K. Smith, manager of the Federal Crop Insurance Corporation, has announced.

The deadline on spring wheat insurance applications will bring the national sign-up of applications to a close. Application-taking ended during the fall months for the various winter wheat areas, and as of January 16, a total of 278,560 applications, had been reported to the Corporation from 30 states. Included in this total are approximately 71,800 applications already received in the principal spring wheat states and 206,753 from winter wheat states.

No final date has been set for receipt of premium payments from spring wheat growers, Mr. Smith said. The policies, under which growers may insure up to 75 per cent of their average yield against unavoidable losses, do not go into effect until the crop has been planted and the premium is paid.

The January 16 report of the Corporation showed that 112,583 growers, principally in the winter wheat states, had paid the premiums due on their policies. The wheat reserve of the Corporation, accumulated as growers pay in premiums, had reached 3,436,000 bus.

E. E. Clarke Heads Memphis Exchange

E. E. Clarke, district manager of the Southern Cotton Oil Co., was elevated to the presidency of the Memphis Merchants Exchange at the annual election Jan. 14.

Mr. Clarke enters this office well prepared. For 20 years he has represented his firm on the Exchange, and he has served the Exchange in various committee and official capacities. Last year he was vice president.



E. E. Clarke, Memphis, Tenn., Pres.-Elect Merchants' Exchange.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Thin Margins of Country Elevator Men

Grain & Feed Journals: The country elevator owner in this state has been kicked around considerable in the last few years, isn't able to get much of a margin, but comes back for more each year. Trucks are giving him a lot of competition. Some of it is as unfair as can be and supported and abetted by certain firms in terminal markets. Country elevator is far from through and is a very important and necessary link in economical movement of grain.—Goodrich Bros. Co., C. C. Barnes, Exec. V.-Pres., Winchester, Ind.

Itinerant Truck Vendors

Grain & Feed Journals: Almost all states are up in arms over the rapid surrender by small town merchants to Rolling Gypsy stores that flash by you day and night on our Public Highways. They are now firmly entrenched in California in fruit, field, livestock and vegetable crops. Your Legislative Committee has had separate bills introduced in the Assembly and Senate. These are AB 2355-Scudder and Walker and SB 1114-Law, patterned after a standard bill now before the Legislatures in around 18 or 20 Eastern states.

These Roving buyers and sellers escape practically all taxes except gas taxes. They tend to demoralize the producing centers and consuming markets on prices, quality, weights, payments, etc. They destroy the rate structure, both fore-haul and back-haul. They escape practically all responsibility placed on established businesses, who have some fixation in time, space, and spirit to support employment, social welfare and government of all kinds through the medium of taxation.

Briefly this bill requires an "Itinerant Merchant by Motor Vehicle" to apply for a license (application fee \$10), which license costs \$25 annually. He must carry Motor Vehicle liability and Property Damage Insurance, an Integrity Bond of \$250, also a bond to the state guaranteeing payment of applicable licenses and taxes, and provides for the Railroad Commission to Administer and enforce the act, and to act as surety for service of process on such itinerant vendor. Exemptions include producers transporting agricultural products produced by them, established merchants, transport for own consumption, manufacturers' direct agents, and certain others are exempt from such license.—I. G. Stronnes, Sec'y California Grain & Feed Dealers Ass'n, Sacramento.

Few Processing Tax Claims Allowed

Two years after the Supreme Court declared processing taxes unconstitutional, processing tax refund claims for about \$530,000,000 remain unadjusted.

The federal government collected a total of \$962,000,000 in processing, floor stocks and compensating taxes from processors under the Agricultural Adjustment Act. Claims for refunds are filed with the internal revenue collector in the district where the taxes were collected, then passed on to Washington. To date about 95 claims have been allowed, totalling \$2,000,000; but 4,800 claims, totalling \$11,000,000, have been rejected. Something over \$300,000,000 was given back to processors after the famed Hoosac Mills decision of the Supreme Court.

From Abroad

Liverpool resumed trading in corn futures Feb. 1, after 20 years, June and July deliveries being quoted at present.

India first official estimate of the 1939 wheat acreage placed at 32,292,000 acres, compared with the first estimate for 1938 of 31,810,000 acres and the final estimate of 35,635,000 acres.—Director of Statistics, Calcutta.

Italy has reduced from 25 lire to 15 lire per 100 kilos, the import duty on corn, other than white, for industrial use, originating in and coming from countries entitled to most-favored-nation treatment, by a decree published and effective Dec. 23.

France reports areas sown to grains prior to Jan. 1, for harvest in 1939, as follows, with comparison of the previous year in parentheses: Winter wheat, 12,249,000 acres (12,352,000); winter rye, 1,604,000 (1,621,000); winter barley, 503,000 (475,000); oats, 2,274,000 (2,233,000).—International Institute of Agriculture, Rome.

In New South Wales harvesting of the wheat crop has been completed. The grain is in good condition and heavy in weight. Returns are better than expected in Western Australia, where the harvest is about finished; and the grain is in very good condition in South Australia. Yields in Victoria are running much below last year.

Argentine rains, abundant in some districts, terminated drought in most of the corn zone early in January. Altho recovery is difficult to evaluate, field reports state that damage is irreparable over large acreage where estimates indicate only half a crop will be obtained. Approximation of total 1938-39 Argentine corn crop ranges from 177,000,000 to 236,000,000 bus., compared with 174,163,000 bus. harvested in 1937-38.—Agricultural Attaché P. O. Nyhus, Buenos Aires.

A cable received Jan. 28 from our Argentine correspondent places the total exportable surplus of flaxseed in Argentina for 1939 at 53,600,000 bus. Of this figure, 6,300,000 bus. have been shipped to date, including this week's exports, which are estimated by Broomhall at 1,850,000 bus. Exporter stocks and purchases in the Argentine, according to the same authority, amount to approximately 7,900,000 bus., leaving only 39,400,000 bus. still to be marketed.—Archer-Daniels-Midland Co.

Switzerland, effective Jan. 1, applied supplementary taxes on certain imported feedstuffs as follows in francs per 100 kilos (former rates in parentheses): Wheat, rye, rice, millet, and certain other cereal for forage, 6 (5); residue from the distillation of potatoes, denatured meal for cattle, and certain mill wastes, 7.50 (6); oats for forage, 3.50 (3); oats for grinding, 1.75 (1.50); soybean wastes, 5 (3.45); small dried fish, 8 (4); and shrimp, 8 (3). The former rates were continued unchanged on many feedstuffs, including bran, hay, peat litter, etc.

Griswold, Ia.—Pete Lynch, manager of the Bailey Feed Store, found a new use for the company's truck Sunday, Jan. 22—asphyxiating mice. Running it into the building, he started the motor running and then, closing the place tightly, departed. The motor operated until the gasoline in the tank was exhausted, and the carbon monoxide fumes created killed all the mice in the place.

Washington News

Processing taxes on wheat, cotton, corn, rice and tobacco are proposed in a bill introduced Feb. 1 by Rep. Hope of Kansas.

Prohibition of margin trading in commodities is provided for in a bill introduced by Senator Gillette of Iowa as a basis for public hearings.

Senator O'Mahoney, of Wyoming, has asked the Senate to demand Senate ratification of reciprocal trade treaties before they can be made effective.

Rep. Warren of North Carolina warned a delegation of tobacco growers that any attempt to amend the tobacco provisions of the A. A. Act might result in their repeal.

Edwin W. Gaumnitz has succeeded F. R. Wilcox as director of the division of marketing and marketing agreements of the A.A.A. Succeeding Wilcox as vice pres. of the F.S.C.C. is Philip F. Maguire.

"I can't name a single real dirt farmer who wants a dole or a government payment. The only ones who do are those now getting \$4 a day under the present program."—Russell T. Kike of Massillon, O., to the Senate agricultural com'te Feb. 2.

Francis R. Wilcox has resigned his position as director of the division of marketing and marketing agreements in the F. S. C. C., following the resignation of his chief, Jesse W. Tapp. They are said to have disagreed with Sec'y Wallace over policies in marketing surpluses.

Authority to give 4,000,000 bales of government cotton back to the planters will be asked of Congress by the administration in a plan to ask planters to cut their production 4,000,000 bales. The cost of this gift will be heavy, but it can easily be met out of income from social security taxes or any one of a hundred other burdensome taxes.

The central statistical board reports that federal agencies in 1937 required business men and citizens to fill out 135,500,000 forms and questionnaires. The recommendation of the Board, which was appointed by the president in May, is that a co-ordinating agency be created to approve or disapprove all forms before sending out. Why not abolish all bureaucratic inquisitions?

Wheat benefit payments for price adjustment on the 1939 crop will range between 10 and 12 cents per bushel, the A. A. A. has announced. Any farmer, whether landlord, tenant or share-cropper, is eligible for a price adjustment payment if the acreage planted to wheat on his farm for harvest in 1939 is not in excess of the allotment established for the farm. Corn price adjustment payment will range between 5 and 6 cents per bushel.

Wholesale dumping of American farm surpluses on foreign markets would result in retaliatory methods by other governments which would smash United States farm prices. Wholesale dumping as advocated in some quarters would cause foreign countries to raise their tariffs still higher, or to exclude unwanted supplies through stiffer quotas and even embargoes, said Jesse W. Tapp, who resigned recently from the A. A. A.

Wage and Hour law changes have been recommended to Congress by Administrator Andrews including Congressional definition of the area of agricultural production, in which workers are partly exempt from the act; provisions relieving an employer from retroactive penalties if he follows Andrews' advice and later finds the advice bad by virtue of court decisions. The law is so vague and indefinite in many particulars as to leave too great a burden of rulings on the Administrator.

Sacramento, Cal.—A bill to tax chain farming in California will be introduced in the legislature. A special tax is placed on the holders of more than ten farms.—W. H. B.

The World's Granary

By CLARENCE HENRY, director of education,
Chicago Board of Trade, before Indiana
Grain Dealers Ass'n.

Since grain touches so intimately the daily lives and pocketbooks of practically every citizen of every country, the price of grain is of great public interest. Because every voter in every country is interested in the price of grain, it naturally follows that grain prices have political interest. Political agencies are prone to promise higher prices to producers and lower prices to consumers, often promising both a higher and a lower price within the same country at the same time. No single country can for long establish a national price on international grain. If imports are needed, a lower national price will only restrict the diet of the population; if there is an excess for export, a higher national price will cause surplus to accumulate.

The Chicago Board of Trade is especially conscious of the trade barriers erected against international movement of grain. The Board of Trade is the largest and most important of the great international markets including Winnipeg, Liverpool, Rotterdam and Buenos Aires. An evidence of our international character is the fact that more than 10 per cent of the business firms and corporations represented in our membership are located in foreign countries; approximately 60 per cent are in the United States outside of Chicago, while less than 30 per cent of these firms are Chicago institutions. The Board of Trade is as international as the commodities which it serves.

Export grain from the United States must be paid for in dollars, and not in the currencies of the importing countries. Nations desiring to buy our grain can secure dollars by (1) the exchange of gold, (2) performing services for our people, payment for which will be in dollars, or (3) by selling us other goods. It is quite obvious that the third method is about the only available route at present.

This route, the exchange of goods to provide international exchange, has been so filled with detours, washouts, and actual blockades in the form of tariffs, quotas, and other barriers as to make such trade extremely difficult.

The production, marketing, processing, and distribution of our grain is so efficient and low in cost in the United States that we accept our daily bread as a matter of course, often without a thought of gratitude to the farmer, the grain markets, the miller, and the baker who make this efficiency possible. We complain that we surfeit with too much. Our bread is so low in cost and so plentiful that we wish to curtail and limit its production.

Importing countries, especially in Europe, are faced with a different situation. The average family's daily bread in central Europe is becoming increasingly difficult to obtain. Bread is so high-priced that it is a luxury.

Strict control of bread grains, with adulteration with cheaper substitutes, is being enforced in Poland, Czechoslovakia, Lithuania, and other European countries. These European countries are all former customers of the American farmer. European families go hungry while attempting to get along without our supplies, while the American wheat producer is considering plans to adjust his production to make permanent his loss of the European market.

The United States is the only country in the world discouraging the production of grain. We should, therefore, look to ourselves for a way out, and not place the blame entirely on our former customers. Total international trade in wheat has declined to the 1903-1908 level despite great increase in world population. This decline reflects the small exports from the United States and Russia.

We have been one of the chief offenders in erecting trade barriers. According to the History of the United States Tariff by Treadway, our average ad valorem rates on all dutiable goods at the close of the world war was 27 per cent. During this war our status had

changed from debtor to creditor nation. We were therefore demanding that our debtors pay us in dollars under a penalty of 27 per cent when they attempted to pay us by sale of goods. Instead of lowering our tariffs to permit payment of international debts and continuation of our international trade, we passed the Fordney-McCumber Tariff Act in 1922 raising average rates to 38.5 per cent. In the 1920's we revived our international trade by the purchase of foreign bonds and grants of credit. But these new obligations were so difficult to repay under our tariff that they were mostly repudiated.

Following the collapse of our international lending policy in 1929, we passed the Smoot-Hawley Tariff Act in 1930, raising the average ad valorem rates on all dutiable goods to 52.8 per cent. In addition to this tariff act in 1930 we announced to the world that this one country, through the Farm Board, intended to fix the prices of the two most international commodities on earth, wheat and cotton. Such a policy caused the accumulation of surpluses, stagnated markets, alienated our former customers, and encouraged production in new areas in other countries.

At present we have a defeatist agricultural policy in the United States. Having effectively blocked our outlets with import tariffs, we now proceed to slow down production of products geared to a world trade area, and are attempting to substitute dollars for this loss in actual national wealth. The foreign trade that is left to us is of necessity conducted at bargain prices as an indemnity, or discount, on account of our import tariff duties.

Agriculture is our basic industry. Its revival and prosperity are of paramount interest to every citizen. We cannot reach such revival by making purchases by customers so difficult as to be almost impossible. Neither can agriculture be long sustained by the substitution of dollars out of the treasury for bushels of production. The dollars will continue to have value only so long as they represent actual production.

The remedy? Such reform in our tariffs as will permit the export of our agricultural products and payment for them. That is the only way to correct the mistakes we have made and to halt additional mistakes in the making. This is an economic, not a political, problem. Too often the best political policy is at variance with the wisest economic policy.

Wheat is harvested in Australia, New Zealand and Chile in January; in East India and Upper Egypt in February and March.

Lesser Grain Borer Increasing in Numbers

In sections of the country hitherto uncommon the lesser grain borer is becoming a serious menace this year to stored grain.

Since its introduction from Australia during the world war the *Rhizopertha dominica* has firmly established itself in the Southwestern states, spreading from New Orleans where a few shiploads of wheat were unloaded.

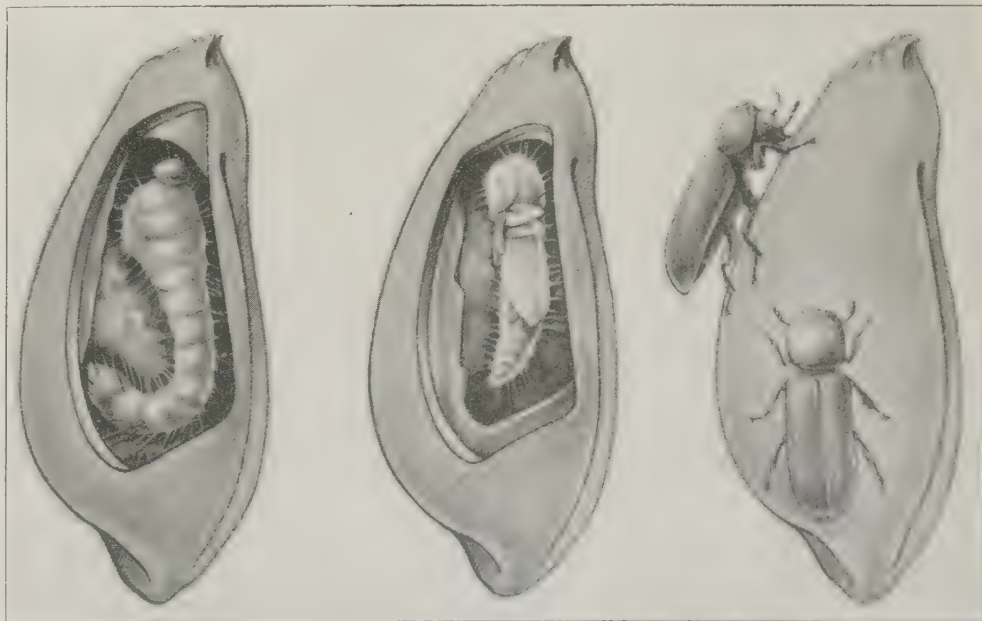
Geo. A. Dean, entomologist of Kansas State College, Manhattan, has not found it so frequently in the bins on the farm as in grain stored in elevators and in the grain supply at flour mills.

The beetle is cylindrical in form, polished dark brown or black in color, and slightly less than one-eighth of an inch in length. The surface of the body is somewhat roughened. The beetle's head is large and bent down under the thorax. The beetle lays from 300 to 500 eggs. They are laid singly or in clusters in the loose grain. The eggs hatch in a few days and the small white grub-shaped larvae crawl about the grain feeding either by boring directly into the grain or on the material produced by the beetle boring into the grain. The larva completes its growth and pupates within the grain. The period from the egg to the adult in the summer is about 30 days, and thus they increase rapidly.

Both beetles and larvae cause serious damage in warm climates, attacking a great variety of grains. This family of beetles is armed with powerful jaws with which they can cut directly into wood.

New Orleans, La.—The American Sugar Cane League and allied interests have protested the 25 per cent cut in the acreage of sugar cane ordered by the A. A. A. under the Sugar Act of 1937. The cut, says the protest, would place a serious burden on the capital invested in the Louisiana sugar industry, cause unemployment, and decrease the cash incomes of farmers in cane growing districts.

Sealing of corn will undoubtedly continue and cause an accumulation of the largest amount of "mortgaged" corn on record. The consuming trade is fully aware of existing conditions, and the effect upon the demand means "hand-to-mouth" buying. A crop scare may tend to lift prices later, but the danger of the liberation of free and of sealed corn remains the greatest obstacle to any sustained advance in prices.—Wm. C. Wiegand.



Left to right: Well Grown Larva, the Pupa, and Two Adult Lesser Grain Borers. From U. S. D. A. Bull. 1260.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Tipton, Kan., Feb. 4.—The crop outlook hasn't improved very much to date. Had some snow last week. Some of the wheat is coming up now.—Lawrence Kohn.

Hawarden, Ia.—Crops in our territory were good in 1938 and there is much cattle and hog feeding on account of the good corn crop. Most of the grain is fed up, with but a little of it going to market.—Northwest Iowa Seed Co., G. Keizer.

Stocks of Wheat in Interior Mills, Elevators and Warehouses

Washington, D. C., Jan. 25.—Stocks of wheat in interior mills, elevators and warehouses on Jan. 1, 1939, are estimated by the Crop Reporting Board at 138,678,000 bus. Present stocks are higher than in any of the previous four years for which comparable data are available and compare with a total of 114,825,000 bus. in these positions on Jan. 1, 1938.

Combined with stocks on farms the aggregate stocks including stocks in interior mills, elevators and warehouses on Jan. 1 each year have been as follows, in thousand bushels:

Class	1936	1937	1938	1939
Hard winter ...	63,502	61,732	110,353	145,922
Soft winter ...	68,092	54,989	86,495	87,103
Hard spring ...	56,669	34,188	51,044	94,709
Durum ...	14,780	7,553	14,617	25,186
White ...	39,665	47,992	60,826	66,948
Total	242,708	206,454	323,335	419,868

Chamber Confers on Farm Problem

The U. S. Chamber of Commerce held a conference last month with agricultural interests on the farm problem.

George H. Davis, Kansas City grain dealer, and president of the Chamber, announced after the conference that agreement had been reached for adoption of a program which would pay subsidies to American farmers for the portions of their major crops that are consumed in the domestic market. Such a program, said Mr. Davis, would eliminate waste in removal of surpluses, in loans and in export subsidy plans.

Mr. Davis estimated that the plan would require \$125,000,000 annually for wheat on the basis of 25c per bushel; \$180,000,000 annually for cotton, on the basis of 3c a pound.

Northwest Wants No Restrictions on Wheat

At a meeting of Montanans, Inc., at Helena, Mont., last month, to "consider steps in the campaign to eliminate the acreage quota restriction on hard red spring wheat," State Senator R. S. Nutt of Sidney, declared that existing acreage restrictions would cause Montana farmers, merchants, railroads, and mills a direct loss of \$20,000,000 annually.

Among the points in controversy between the Northwest States Wheat Com'te, in which Montana, North and South Dakota, and Minnesota are cooperating, and the U. S. Department of Agriculture and the A. A. A., said Nutt, are the following:

That the failure of the Administration's present and past undertakings to bring about wheat control are the direct result of shifted acreages to wheat in other areas where some staple crop under federal controlled programs was reduced and wheat substituted.

That they are the only states producing large commercial quantities of hard red spring wheat and durum, and have not created and are in no manner responsible for the wheat surplus problem.

That on account of climate, reduced livestock holdings and financial conditions, growers of the northwest cannot shift to other lines of production and must depend upon spring wheat and durum for the major part of their cash income.

The Starving Populace

It was just a hundred years ago that Thomas Malthus made this dire prediction: "I'm glad I will not be alive in the 1930 decade! I mean it. It will be impossible to raise enough food to feed the people who will be living at that time. One-half the population will, perforce, starve. I'm glad I will not be alive."

But in "ye goode olde dayes" of 1773, when our handy forebears were tossing tea into the Boston harbor and the male population returned from food forages laden with wild turkey, deer, bear, pheasant and all kinds of game, it is worthy of note that 56 per cent of the patriot income went for food and 8 per cent for luxuries. Only 20 to 25 per cent of the average American income was spent for food in 1938—a much larger percentage than that went for "optionals," recreation, new conveniences, and so on.

The difference represents what we call wealth. The smaller the proportion of our people required to produce the prime necessities, the greater the proportion free to devote their time to the production of comforts and luxuries, making up what is commonly referred to as the standard of living. And the harder all work, the more there is of everything!—*The Corn Belt Daily*.

Grading of Corn Arriving Since Dec. 1

Between Dec. 1 and Jan. 15, 1939, the corn arriving at representative markets was graded as follows, stated in percentage of the receipts: Yellow, 83%; white, 9%, and mixed, 8%.

Grade	Yellow	White	Mixed	All Classes
1.....	25	36	35	27
2.....	40	45	40	40
3.....	24	14	19	22
4.....	9	3	4	8
5.....	1	1	1	2
Sample	1	1	1	1

It will be noted that the corn has been grading very high. A year ago during the month of December at Chicago only 4.6 per cent of the arrivals graded No. 1 and No. 2; about two-thirds of the corn at that time grading No. 4 or lower, while at present only 11 per cent is grading No. 4 or lower.

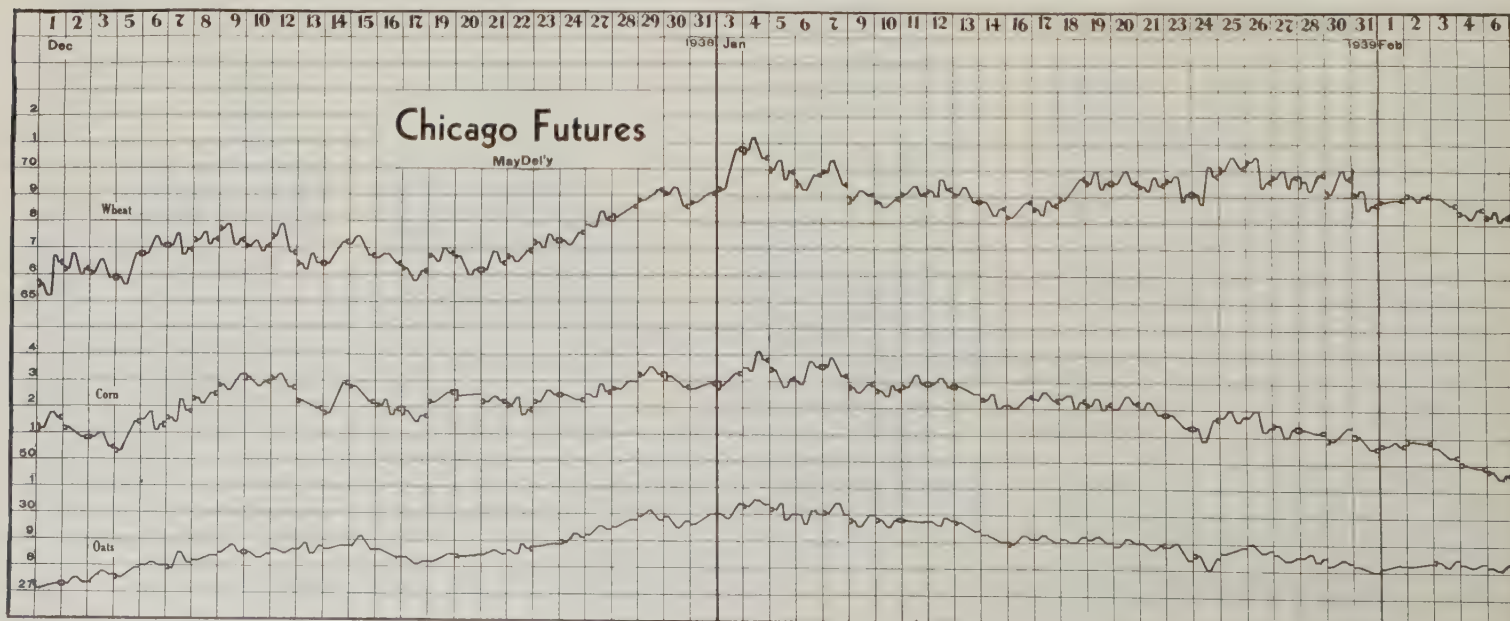
CCC Loans on Sealed Corn Increasing Rapidly

Commodity Credit Corporation has announced that, through Jan. 26, loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$66,065,598.24 on 116,039,193 bus. The loans by States are as follows:

State	Amount	Bushels
Colorado	\$ 9,535.81	17,552
Illinois	14,482,426.95	25,417,864
Indiana	1,738,253.42	3,050,624
Iowa	33,858,728.49	59,408,109
Kansas	1,180,729.42	2,092,685
Kentucky	33,628.29	58,997
Minnesota	4,814,534.10	8,452,945
Missouri	2,455,801.59	4,311,317
Nebraska	5,716,349.09	10,075,287
Ohio	279,926.48	490,911
Pennsylvania	1,134.87	1,991
South Dakota	1,471,717.54	2,620,853
Wisconsin	22,833.09	40,058

Commodity Credit Corporation has announced that, thru Feb. 2, 1939, loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$75,084,454.45 on 131,883,393 bus. The loans by States are as follows:

State	Amount	Bushels
Colorado	\$ 9,535.81	17,552
Illinois	16,836,422.08	29,547,361
Indiana	1,819,632.02	3,193,476
Iowa	37,719,941.82	66,183,166
Kansas	1,425,697.04	2,522,657
Kentucky	51,080.89	94,877
Minnesota	5,859,657.65	10,288,879
Missouri	2,622,043.99	4,603,449
Nebraska	6,587,731.10	11,611,523
Ohio	323,240.78	566,901
Pennsylvania	1,134.87	1,991
South Dakota	1,798,406.24	3,199,052
Wisconsin	29,930.16	52,509



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Decatur Ill., Feb. 4.—The country continues to withhold corn offerings, which no doubt is stimulated by the increased sealing by farmers eligible for loans. Although the heavy snowfall and wintry weather made it necessary for feeders to bring all stock in from the stalk fields and pastures and increase their feeding operations, all feedstuff markets have turned easier. Consumer demand is unusually dull.—Baldwin Elevator Co.

Duluth, Minn.—Grain receipts for January fell far below last year's movement. For one thing there has not been the big, active corn movement so prominent last year. The same situation was in evidence in the shipping line, last year's out loadings reaching 1,048,727 bus. as against 573,847 bus. the past month. Shipping demand has been slow so far this winter with no immediate promise of improvement. Millers and feeders demand was less in evidence, with stocks held apparently close to consumptive requirements.—F. G. C.

Ottawa, Ont., Jan. 27.—Canadian wheat in store for the week ending Jan. 27, 1939, decreased 1,640,422 bus. compared with the preceding week and increased 106,536,312 bus. when compared with the corresponding week in 1938. The amount in store was reported as 159,969,258 bus. compared with 161,609,680 bus. for the preceding week and 53,432,946 bus. for the week ending Jan. 28, 1938. The stocks of 159,969,258 bus. include 13,081,250 bus. of Durum wheat. Wheat receipts in the prairie provinces for the week ending Jan. 27, 1939, amounted to 1,209,937 bus., a decrease of 18,402 bus. from the preceding week when 1,228,339 bus. were marketed. During the corresponding week a year ago the receipts were 924,718 bus. By provinces the receipts for the week ending Jan. 27, 1939, were as follows, figures within brackets being those for 1938: Manitoba 76 273 (174,784); Saskatchewan 405,147 (229,927); Alberta 728,517 (520,007) bus. Marketings in the three prairie provinces for the twenty-six weeks from Aug. 1, 1938, to Jan. 27, 1939, as compared with the same period in 1938 were as follows, figures within brackets being those for 1938: Manitoba 40,514,047 (33,004,554); Saskatchewan 103,227,388 (21,988,899); Alberta 114,802,914 (48,868,175) bus. For the 26 weeks ending Jan. 27, 1939, and the same period in 1938, 258,544,349 and 103,861,628 bus. respectively were received from the farms.—R. H. Coats, Dominion Bureau of Statistics.

Decatur, Ill. Jan. 28.—Country offerings of corn are meager while sealing continues in volume. The waiting attitude on the part of farmers to move corn is developing an artificial situation from a buyers standpoint, but so far has failed as a market factor. The domestic demand is flat and spring is not so far off now.—Baldwin Elvtr. Co.

Duluth, Minn.—The grain business is at low ebb and the trade is looking for movement and interest to revive. Receipts continue of a very light order and shipping is much on the same order. Cash offerings are negligible with buyers mostly resting, awaiting developments. Stocks are increasing moderately, with present holdings around 22,600,000 bus. Holdings of wheat 10,500,000 bus. at close of business Feb. 4.—F. G. C.

Washington, D. C.—The total stocks of wheat held on December 31, 1938, owned and stored for others by the mills reporting amounted to 142,-807,276 bushels, of which 89.2 per cent was in private terminal elevators, in transit, and in mills and mill elevators attached to mills; 5.2 per cent in public terminal elevators; and 5.6 per cent in country elevators. These mills reported stocks of wheat flour in all positions as 4,316,861 barrels. Total stocks a year ago, Dec. 31, were 146,741,102 bus., as reported by the Bureau of the Census.

Minneapolis, Minn., Feb. 4.—There has been a sharp drop in flaxseed futures at Minneapolis and Duluth during the past few days. This is due to hedging pressure from California where a large crop is expected. According to the best estimates, California will raise 100,000 acres of flaxseed divided about equally between the Imperial Valley and the northern valleys. A successful crop might yield 18 bushels to the acre. The crop should be marketed from the end of May forward. Hedging pressure will probably come also from Texas in the near future where

Rye Movement in January

Receipts and shipments of rye at the various markets during January, compared with January, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	91,802	151,139	.....	.....
Boston	1,100	1,100	.....	.....
Chicago	76,000	309,000	147,000	417,000
Duluth	223,627	168,015	30,995	63,654
Ft. William	39,087	5,778	12	2,102
Ft. Worth	4,500	1,500	.....	.....
Galveston	.....	132,500	.....	90,428
Indianapolis	43,500	24,000	28,500	52,500
Kansas City	40,500	60,000	1,500	42,000
Milwaukee	50,940	178,290	26,355	155,720
New Orleans	.....	7,500	.....	.....
Omaha	57,619	105,576	79,800	81,200
Peoria	34,300	97,800	4,800	20,400
Seattle	3,000	3,000	.....	.....
Superior	107,128	297,745	6,333	16,566
Toledo	14,000	12,600	10,690	28,880
Wichita	1,300	5,200	.....	1,300

25,000 acres (new) are growing and will be harvested by June and July. The Northwest received a fair snowfall this week, and the demand for seed flax in this section continues good. Marketings during January total 115,000 bushels, bringing the crop total to 6,070,000 gross bushels or 74.3% of the Government's final production estimate.—Archer-Daniels-Midland Co.

Barley Movement in January

Receipts and shipments of barley at the various markets during January, compared with January, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	4,189	12,914	.....	.....
Boston	1,900	.....	.....	.....
Chicago	1,154,000	1,194,000	276,000	183,000
Duluth	164,576	799,989	30,995	574,034
Ft. William	141,525	139,133	78,781	37,172
Ft. Worth	1,600	4,800	.....	1,600
Indianapolis	.....	4,500	1,500	3,000
Kansas City	24,000	8,000	8,000	.....
Milwaukee	2,127,640	2,707,280	648,225	778,875
Omaha	67,600	8,000	92,800	127,188
Peoria	166,600	352,000	136,600	156,600
Seattle	19,200	14,400	.....	.....
Superior	99,012	526,126	98,999	332,744
Toledo	2,800	1,400	21,980	24,000

Corn Movement in January

Receipts and shipments of corn at the various markets during January, compared with January, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	1,508,549	1,672,604	1,359,366	1,192,909
Boston		1,200		
Chicago	4,152,000	5,431,000	2,331,000	2,970,000
Duluth	681,046	2,160,700	1,675	18,363
Ft. William	1,099	2,712	1,081	8,944
Ft. Worth	42,000	148,500	15,000	61,500
Galveston	46,500	995,000		632,985
Indianapolis	1,545,000	2,737,000	1,252,500	1,966,000
Kan. City	1,002,600	2,136,000	300,000	1,057,500
Milwaukee	578,150	99,200	243,100	214,500
New Orleans	3,454,431	6,380,490	3,255,834	5,384,199
Omaha	852,683	2,348,805	494,200	2,301,928
Peoria	1,925,900	2,859,400	886,400	1,476,800
Seattle	85,500	58,500	.....	.....
Superior	300,062	620,386		
Toledo	564,200	869,400	681,950	598,055
Wichita	5,200	29,900		7,800

Oats Movement in January

Receipts and shipments of oats at the various markets during January, compared with January, 1938, in bushels, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	82,627	69,044	.....	.....
Boston	9,600	11,200	.....	.....
Chicago	1,991,000	1,322,000	1,923,000	1,909,000
Duluth	401,458	500,104	6,000	.....
Ft. William	268,197	143,835	259,259	287,936
Ft. Worth	92,000	76,000	32,000	4,000
Indianapolis	586,000	988,000	604,000	866,000
Kansas City	218,000	190,000	498,000	230,000
Milwaukee	38,420	36,160	76,000	201,400
New Orleans	2,000	32,617	10,645	90,788
Omaha	430,000	318,000	412,000	493,646
Peoria	257,000	338,000	236,600	421,000
Seattle	64,000	82,000	.....	.....
Superior	204,594	122,035	.....	3,437
Toledo	861,000	241,500	851,270	210,225
Wichita	1,500	.....	.....	.....

Wheat Movement in January

Receipts and shipments of wheat at the various markets during January, compared with January, 1938, in bushe's, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	667,441	172,585	756,209	32,904
Boston	339,839		231,848	
Chicago	692,000	656,000	970,000	1,519,000
Duluth	637,420	861,860	221,181	385,542
Ft. William	1,420,763	1,083,968	85,358	506,238
Ft. Worth	708,400	660,800	1,307,600	1,148,000
Galveston	3,445,000	3,813,000	3,865,472	4,278,974
Indianapolis	118,000	82,000	58,000	155,000
Kansas City	3,169,600	3,515,200	4,931,445	3,954,755
Milwaukee	12,320	3,030	72,800	9,800
New Orleans	191,370	180,600	720,586	363,782
Omaha	944,000	654,997	1,030,000	1,219,464
Peoria	72,800	134,200	170,800	155,800
Seattle	831,600	501,200		
Superior	384,882	659,127	152,835	329,594
Toledo	289,500	241,500	578,780	261,260
Wichita	1,110,000	1,176,000	1,326,000	891,000

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

	Wheat													
	Option		Jan.	Jan.	Jan.	Jan.	Jan.	Jan	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	High	Low	25	26	27	28	30	31	1	2	3	4	6	7
Chicago	80 $\frac{1}{8}$	62 $\frac{1}{4}$	70	69 $\frac{1}{2}$	69 $\frac{5}{8}$	69 $\frac{3}{4}$	69 $\frac{5}{8}$	68 $\frac{5}{8}$	68 $\frac{7}{8}$	69	68 $\frac{5}{8}$	68 $\frac{1}{2}$	68 $\frac{1}{4}$	68
Winnipeg	79 $\frac{3}{8}$	59 $\frac{3}{4}$	63 $\frac{3}{8}$	63 $\frac{1}{4}$	63 $\frac{3}{8}$	63 $\frac{3}{8}$	63 $\frac{5}{8}$	62 $\frac{5}{8}$	62 $\frac{5}{8}$	63	62 $\frac{7}{8}$	62 $\frac{3}{4}$	62 $\frac{1}{4}$	62 $\frac{1}{4}$
Liverpool* .....	.....	.....	63 $\frac{3}{4}$	63 $\frac{1}{4}$	64 $\frac{1}{4}$	64 $\frac{1}{2}$	63 $\frac{3}{8}$	62 $\frac{5}{8}$	63 $\frac{1}{4}$	63 $\frac{1}{4}$	63 $\frac{1}{4}$	63	62 $\frac{5}{8}$	62 $\frac{1}{4}$
Kansas City	69	58 $\frac{3}{4}$	63 $\frac{3}{8}$	66 $\frac{1}{4}$	66 $\frac{3}{8}$	66 $\frac{1}{4}$	66	64 $\frac{7}{8}$	65 $\frac{1}{8}$	65 $\frac{3}{8}$	64 $\frac{7}{8}$	64 $\frac{1}{2}$	64 $\frac{1}{4}$	64 $\frac{3}{4}$
Minneapolis	75 $\frac{1}{2}$	64 $\frac{3}{4}$	72 $\frac{7}{8}$	72 $\frac{3}{4}$	72 $\frac{3}{4}$	72 $\frac{7}{8}$	72 $\frac{5}{8}$	71 $\frac{1}{2}$	71 $\frac{7}{8}$	72	71 $\frac{7}{8}$	71	71	71
Duluth, durum	79 $\frac{1}{4}$	63 $\frac{3}{8}$	63	62 $\frac{3}{8}$	63 $\frac{3}{4}$	63 $\frac{3}{8}$	64	62 $\frac{3}{4}$	63	63	63	62 $\frac{3}{4}$	62 $\frac{3}{4}$	62 $\frac{3}{4}$
Milwaukee	79 $\frac{1}{4}$	63 $\frac{3}{8}$	70 $\frac{1}{8}$	69 $\frac{5}{8}$	69 $\frac{3}{4}$	69 $\frac{3}{4}$	69 $\frac{3}{4}$	68 $\frac{5}{8}$	68 $\frac{7}{8}$	69	68 $\frac{3}{4}$	68 $\frac{3}{4}$	68 $\frac{3}{4}$	....
Corn														
Chicago	60 $\frac{1}{4}$	47 $\frac{1}{4}$	51 $\frac{3}{4}$	51 $\frac{3}{8}$	51 $\frac{1}{4}$	51 $\frac{1}{4}$	51 $\frac{3}{8}$	50 $\frac{1}{2}$	50 $\frac{5}{8}$	50 $\frac{3}{4}$	50 $\frac{1}{4}$	49 $\frac{7}{8}$	49 $\frac{5}{8}$	49 $\frac{1}{2}$
Kansas City	51 $\frac{1}{2}$	44	48 $\frac{1}{2}$	48 $\frac{1}{4}$	48 $\frac{1}{4}$	47 $\frac{7}{8}$	47 $\frac{7}{8}$	47	47 $\frac{1}{8}$	47 $\frac{3}{8}$	46 $\frac{3}{4}$	46 $\frac{1}{2}$	46 $\frac{1}{8}$	46 $\frac{3}{8}$
Milwaukee	58 $\frac{3}{8}$	47 $\frac{1}{2}$	51 $\frac{3}{4}$	51 $\frac{3}{8}$	51 $\frac{1}{4}$	51 $\frac{1}{4}$	51 $\frac{3}{8}$	50 $\frac{5}{8}$	50 $\frac{3}{4}$	50 $\frac{3}{4}$	50 $\frac{1}{4}$	50	49 $\frac{3}{4}$	....
Oats														
Chicago	30 $\frac{1}{2}$	24 $\frac{7}{8}$	28 $\frac{7}{8}$	28 $\frac{3}{4}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{3}{8}$	28	28 $\frac{1}{4}$	28 $\frac{3}{8}$	28 $\frac{1}{2}$	28 $\frac{3}{8}$	28 $\frac{3}{8}$	28 $\frac{1}{4}$
Winnipeg	33 $\frac{1}{4}$	27 $\frac{1}{2}$	29 $\frac{3}{4}$	29 $\frac{1}{4}$	29 $\frac{3}{4}$	29 $\frac{7}{8}$	29 $\frac{3}{4}$	29 $\frac{3}{4}$	29 $\frac{3}{4}$	29 $\frac{1}{2}$	29 $\frac{3}{4}$	29 $\frac{1}{2}$	29 $\frac{1}{4}$	29 $\frac{1}{4}$
Minneapolis	27 $\frac{5}{8}$	22 $\frac{3}{4}$	26	25 $\frac{7}{8}$	25 $\frac{3}{4}$	25 $\frac{7}{8}$	25 $\frac{1}{4}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{5}{8}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{3}{8}$	25 $\frac{3}{8}$
Milwaukee	30 $\frac{3}{8}$	25	28 $\frac{7}{8}$	28 $\frac{3}{8}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{3}{8}$	28 $\frac{1}{2}$	28 $\frac{1}{4}$	28 $\frac{3}{8}$	28 $\frac{1}{2}$	28 $\frac{3}{8}$	28 $\frac{1}{4}$	....
Rye														
Chicago	53 $\frac{3}{8}$	41 $\frac{5}{8}$	47	46 $\frac{1}{2}$	46 $\frac{5}{8}$	46 $\frac{5}{8}$	46 $\frac{3}{4}$	45 $\frac{3}{4}$	46	46 $\frac{1}{4}$	46 $\frac{1}{4}$	46 $\frac{1}{4}$	45 $\frac{1}{2}$	45 $\frac{1}{8}$
Minneapolis	44 $\frac{1}{2}$	36 $\frac{1}{2}$	42 $\frac{3}{4}$	42	42 $\frac{3}{4}$	42 $\frac{3}{4}$	42 $\frac{1}{4}$	41 $\frac{1}{4}$	41 $\frac{3}{8}$	41 $\frac{1}{2}$	41 $\frac{3}{8}$	41 $\frac{1}{4}$	40 $\frac{3}{4}$	40 $\frac{1}{4}$
Winnipeg	47 $\frac{1}{2}$	39 $\frac{1}{8}$	43 $\frac{1}{4}$	43	43 $\frac{3}{8}$	43 $\frac{3}{8}$	43 $\frac{1}{4}$	42 $\frac{3}{4}$	42 $\frac{7}{8}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	42 $\frac{3}{4}$	42 $\frac{7}{8}$
Duluth	47	40 $\frac{1}{2}$	47	45 $\frac{3}{4}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$	44 $\frac{7}{8}$	44 $\frac{7}{8}$	44 $\frac{7}{8}$	45	45	44 $\frac{3}{4}$	43 $\frac{3}{4}$
Barley														
Minneapolis	37	31 $\frac{1}{2}$	33 $\frac{5}{8}$	33 $\frac{5}{8}$	33 $\frac{5}{8}$	33 $\frac{3}{4}$	33 $\frac{3}{4}$	33 $\frac{5}{8}$	33 $\frac{1}{2}$	33 $\frac{1}{2}$	33 $\frac{3}{8}$	33 $\frac{3}{8}$	33 $\frac{3}{8}$	32 $\frac{3}{4}$
Winnipeg	44 $\frac{5}{8}$	34 $\frac{3}{8}$	37 $\frac{3}{4}$	38 $\frac{1}{8}$	38 $\frac{1}{8}$	38	37 $\frac{7}{8}$	37 $\frac{7}{8}$	37 $\frac{1}{2}$	37 $\frac{3}{4}$	37 $\frac{5}{8}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$	37 $\frac{1}{2}$
Soybeans														
Chicago	84 $\frac{1}{8}$	68 $\frac{1}{2}$	83 $\frac{1}{2}$	83 $\frac{1}{2}$	82	81 $\frac{3}{4}$	81 $\frac{3}{4}$	81 $\frac{3}{8}$	82 $\frac{1}{2}$	82 $\frac{1}{4}$	81 $\frac{3}{8}$	79 $\frac{3}{4}$	80 $\frac{1}{2}$	80 $\frac{3}{4}$

*At daily current rate of exchange.

New Elevator and Feed Mill at Stewartville, Minn.

The Farmers Elevator Co. of Stewartville, Olmsted county, Minn., has one of the most complete grain and feed plants in the Northwest, consisting of a new 25,000 bus elevator with large receiving driveway, a large office building, a large concrete grain storage tank, three warehouses, a large corn crib, two coal sheds and a new modern feed mill. It is thoroughly equipped to serve farmers' grain and feed requirements with dispatch.

The elevator, built on reinforced concrete slabs, contains twenty bins. It has a cross workfloor giving a large area for cleaners, hullers, etc. Grain elevated by its two legs is diverted by a double distributor with steel spouting to all bins.

One of the legs has a valve in its throat with a spout leading to a concrete grain storage tank. A spiral conveyor returns the grain from the tank to the elevator boot.

In the cupola of the elevator is a 2000 bushel Richardson automatic scale for re-weighing the contents and for loading out grain. A manlift running from the workfloor provides easy access to the cupola.

The groats from the huller on the ground floor are spouted to the pit and the hulls are blown to a hull house alongside of the old grain tank. Attached to the side of the elevator is a warehouse of about two cars' capacity.

The main elevator driveway is 56' long and in this driveway is a 20 ton, 28' dump scale fitted with Strong-Scott dump for receiving grain from farmers. The beam for this scale is located in a large bay in the office building.

THE OFFICE building is built alongside of the driveway and a full length of the driveway. This building is divided into general office and sales room, private office, testing room, concrete vault and furnace room.

The office rooms and testing room are finished in Plywood wallboard which is stained and varnished. In the front of the office is a large display window for display of the products for sale. The vault is all of fire proof construction and large enough for storage of all records.

In the furnace room at the back of the office building is a large hot air heating plant, using a coal stoker on the furnace. Heat is distributed by fans to all parts of the main elevator and lines of wind trunking run across to the feed mill. This helps to make ideal working conditions in winter.

In a small driveway alongside of the office is a coal scale with the scale beam located

in the main office. The floor in this driveway is of reinforced concrete. The main elevator workfloor, warehouse floor and office floor are all hardwood. The main driveway floor is all double plank.

The entire elevator, warehouse, driveway and office unit is covered with galvanized iron on walls and roof.

THE FEED MILL building is set away from the main office about 15'. This building is divided into fifteen bins and has two legs. Alongside of the mill is a 40' long warehouse.

The mill has two driveways, one main receiving driveway and one retail driveway to speed up service by taking farmers grists in one driveway and moving him to receiving driveway to pick up feed, etc., while another wagon is being served in the receiving driveway. This will avoid any traffic trouble in the rush season and will reduce time wagons wait for service.

A spout leading from the cupola of the elevator to a garner in the field mill delivers grain to the mill leg for distribution to the mill bins. All mill bins have special steel fittings designed to handle the produce they contain.

In the basement of the mill building is a large crusher driven by a 30 H.P. motor for crushing ear corn. Also in the basement is a cracker driven by a 5 H.P. motor which receives the corn via a trap-in floor, the corn going to leg for elevation to the cupola where it is spouted to a corn grader which in turn spouts the graded corn to bins according to size.

On the workfloor of the mill building is a 24" attrition mill, having two 30 H.P. motors. This mill receives grain from bins overhead through a Strong-Scott magnetic feeder and scalper. The ground feed goes to a bin in the basement for elevation to a collector on the roof of the mill which spouts feed to bins for further processing or to bins for delivery to wagon.

Also located on the workfloor is a one ton batch mixer for mixing ground feed and concentrates for stock feeds.

The main workfloor of the mill has Plywood panneling on walls and ceiling which is painted with white enamel, the lower portion of the wall being painted light gray and all trim work painted black. All exposed corners on doors, etc., are covered by angle irons to protect against being banged and damaged. The workfloor is roomy and easily kept clean. All floors are hardwood. The exterior of mill and warehouse is covered with galvanized iron on walls and roofs.

A new coal shed has been built alongside of the warehouse next to the elevator, having three large bins with doors on the truck side

large enough to allow trucks to back into the bins. This coal shed has a reinforced concrete floor and is completely iron clad on the outside with galvanized iron walls and roof.

This plant on the C & G W R R is owned by the Farmers Elevator Co., Incorporated, and Mr. F. A. Fieck is the operating manager. The T. E. Ibberson Co. designed and built this plant.

Froedtert Grain & Malting Co. Adds 750,000 Bus. Annex

While the state of Wisconsin is not the largest producer of barley, its farmers take great pride in producing prime malting barley, and in 1937 the Bureau of Agricultural Economics credited the state with harvesting 22,022,000 bus. of barley. Doubtless, the many lakes of the Badger State contribute materially to the production of barley of quality that stands high in the estimation of the maltsters.

Minnesota leads all the other states in the average production of barley with an average for the ten years 1927 to 1936 of 42,917,000 bushels. The Dakotas, Iowa and Nebraska also were larger producers, North Dakota having been credited with producing an average during the ten years of 30,894,000 bus., South Dakota with 26,366,000, Iowa with an average of 13,846,000 and Nebraska with 11,458,000. The many improvements in the Milwaukee malting plants reflect the rapid improvement in the Milwaukee market for choice malting barley.

One of the improvements completed last month is the 750,000 bu. annex of the Froedtert Grain & Malting Co. This new annex which is illustrated in the foreground of our front cover illustration establishes a new record for height of grain storage bins. Only two years ago a 1,500,000 bus. storage annex to head house was added to the Froedtert plant.

This new annex consists of two rows of cylindrical tanks each four tanks long, eight of these tanks being 30 ft. in diameter, three interstice bins and eight outside pocket bins all being 152 ft. high and provided with steel hopper bottoms.

The new steel conveyor gallery surmounting the new annex is constructed of Robinson Protected Metal. A 36 inch rubber belt conveys grain from the scale in the old head-house to a portable two pulley Ehrsam tripper in cupola of new annex which diverts grain to any one of the 19 bins.

The 30 h.p. motoreducer operates the receiving belt. Grain is removed from the bins by means of two 32 in. shipping belts in the basement, one belt carrying grain to an adjoining annex where it is transferred to a cross belt. Both conveyors of the new annex carry grain from the new bins to an out-going belt under the adjoining annex. All convergers and rollers of the new belt conveyors are of Ehrsam make. The basement conveyors are operated by two 10 h.p. and one 3 h.p. motoreducers being driven thru Falk Herringbone Gears.

All windows in the new annex are equipped with Federal steel sash of ventilating type. A Superior Terminal No. 16 separator was installed in the headhouse at the same time.

While the work on this new annex was not started until Sept. 19th, it received grain three months later to a day. The annex was designed and built by the John S. Metcalf Co.

Arbitration Upheld

James Richardson & Sons and the Canadian Bank of Commerce stored No. 1 northern Manitoba wheat in 16 barges of the W. E. Hedger Transportation Co., which undertook to charge \$26,329 for storage, being at the rate of 1/8 cent per bushel or four cents per ton per day.

The arbitration committee of the New York Produce Exchange allowed a charge of one-fortieth cent per day, or \$5,479, which was upheld by Judge Moscovitz in the Federal Court at Brooklyn, N. Y.



New Elevator and Feed Mill at Stewartville, Minn.

Advertising and Merchandising

By LLOYD S. LARSON, before N-W. Retail Feed Ass'n.

Every dealer should first of all set up a program himself, determine what he can afford to spend on his business for the coming year, based on an average volume of sales of previous years, or set up a budget on what he expects to do during the coming year, having it flexible to expand or retract according to volume. A budget and a program gives something definite to follow and eliminates the waste miscellaneous expense for every kind of solicitation for programs, subscriptions and rackets of one form or another which cost money and give little and most times absolutely nothing in return.

What the program should be depends on individual set-up. I am a firm believer in the local weekly newspaper. If one in your town then I'd say put that down as the first and most important part of the program. I have no axe to grind with weekly newspapers, but I sincerely believe they are in the best position to do the most good for the money. The local paper is read from page to page by the entire family of every home it goes into. Its rural circulation is usually very good and its rates are reasonable. The local newspaper man will "play ball" with you in publicizing news and activities of the dealer and his business—of outstanding feeding experiences or news of his customers.

Space used will be in proportion to the budget, but the size of the advertisement is not as important as the consistency of the campaign—of being in there every week. Surely there is a message of interest the dealer can give customers about his business thru the medium of the local newspaper.

Direct Mail is another very important phase of advertising. A good mailing list is of first importance before direct mail can be used to best advantage. While box-holder mailings are commonly used, they lack the punch of a letter or card bearing the correct name and address of the person for whom it is intended.

This mailing list should not be difficult to compile. Regular customers can be taken off records; then the dealer's list of good prospects, farmers and feeders of consequence who can use what he has to sell. Acquaintance in the community should enable him to make up this list easily; being sure to have the correct first name and initials and the spelling of his last name. If there is anything that aggravates a person, it is the cruel manhandling in the spelling of his name.

Make use of it regularly, and have a definite reason for so doing.

Introducing a new product or a service will require more information than a weekly special or the like. But it is surprising what one can do with a simple penny postcard mailed to a select list with a pertinent message.

Radio is another medium which should not be overlooked. If in a territory served by a station investigate its possibilities. But just like everything else, it requires thought and preparation in the material put over the air.

Booklets and folders in great variety are put out by manufacturers of feeds, mashes and concentrates. Not only do they tell about the product, but also a lot of good sound information on the care of livestock and poultry, the knowledge that each dealer should have so that he, in turn, can intelligently give ways and means of feeding, care and management of poultry or livestock to customers.

This is indeed selling ammunition available from every manufacturer. Most manufacturers will supply reasonable quantities at no cost and in my estimation it is one of the most valuable selling helps. So make good use of them. Do not, by any means, allow literature to lay around and accumulate dust and eventually be thrown in the stove—a total waste both to dealer and the manufacturer.

Literature properly displayed in racks of hangers is very effective. Racks help to prevent waste and customers help themselves to the folders which interest them. A rack will not answer the problem of distribution, however, it is still a job of the dealer's to do and right here let us include every employee in the establishment. Every man working should be taught and trained to do the very things we are discussing. So every man should be mindful of passing out literature to customers when they come in. Maybe they're in with a few bags of grain or to buy a sack of salt; but knowing the man and what he feeds, easily pick out the appropriate booklet and give him with a word of explanation: "Say Jim, here is something I'd like to have you take home and read. It tells all about how you can get money from your hens this winter and it has a lot of hints on caring for your chickens too!"—Or use hogs or dairy cows or whatever the case might be.

It doesn't take a lot of time—the main thing is to do it! Not just once in a while, but make a practice of it every day to every customer

who comes in. Make a special campaign of it! Let us say it is in the spring and the dealer wants to push chick starter. Then concentrate on getting out the folders on chick mashes. Likewise, the early spring season for brood sows and little pigs and so on down the line.

Distribution of manufacturers' literature can also be made by direct mail. It is a good idea to enclose a folder with every letter or statement going out to customers. Special mailings of a booklet at the opportune time will prove beneficial.

Every manufacturer is anxious to acquaint the greatest number of prospective users with his product. In our case it is the farmers; so mediums most frequently used are farm papers and poultry magazines. Campaigns of this kind naturally represent quite an expenditure and as a loyal dealer of this advertised merchandise, there is a certain responsibility that rests on him to help make that advertisement produce results. After all it is to dealer's advantage as much as the manufacturer's, as every sale made as the result of the advertisement means a profitable transaction for the retailer.

How can he do this? Tie-up! And again the local newspaper offers the medium by which he can do this most effectively, by running advertisements made up by the manufacturer that have a direct relation to the advertisement in the farm paper or magazine. These tie-up advertisements have very good copy, but are flexible to change if necessary, to fit a particular situation.

Tie-up with manufacturers' advertising can also be made by direct mail. Reproduce the ad on a mailing card and send it out to a select list.

Another medium of advertising that is being used by manufacturers is radio, and here is a case where results of the campaign depend on dealers' ability and desire to tie-in. First of all he should display the poster which gives information on the kind of program, what time it is on the air, and on what station. Next, he should incorporate this information in every run in your local newspaper as well as on every piece of direct mail sent out. Then to make the job complete, and this is important, display the merchandise prominently. If it is a feed, bring out a sack from the back room, or warehouse, set it up in the office or in a place where people can see it and he might put a sign over it—"As advertised over radio—or station XYZ!"

Another service offered by many manufacturers which can fit very nicely in the program is direct mail! Given dealer's mailing list, the manufacturer will make up the letter—process it—do the addressing and even mail it at a nominal cost. Often the cost may be only the postage; in other cases there is a small cost to cover material used.

These letters can be made far more effective if dealer will give the manufacturer an idea of some of the special points to be brought out. For example, include the name of a good feeder who is a booster for this particular product. In other words, personalize it. Some manufacturers have quite a variety of material suitable for direct mail and its systematic use will produce results, at a small cost to you.

Point of Sale advertising is another service which most manufacturers offer. Posters, cards

and displays. This material, when used properly, is very helpful and completes a well rounded out program.

It might be appropriate at this time to make some mention of the fact that the average salesman is not always advertising minded! I mean no reflection on salesmen, as after all their job is selling. That is the reason for their job, but the point is, the average, and I repeat again, the average salesman, may not always give the complete advertising set-up that his firm is in position to give; so it is well to make some inquiry from time to time from the salesman or write directly to the firm, in order to take full advantage of what there is to be had.

Closely allied with Point of Sale advertising, is Signs and the manufacturer again comes in still another medium—signs! This is important! Identify your firm with the product you are selling by the use of signs on and around your premises. Some firms leave a space for your firm imprint on the bottom of the sign and this set-up works especially well as a highway proposition at desirable locations.

There are any number of angles that enter into the advertising and selling of feed products and other items affiliated with your retail business and we could go on almost indefinitely discussing motion pictures, slide films, and movie trailers. They all have their place and many manufacturers can give you this service.

A New Plow, with radio attached, was ordered for his spring work by Burt Washburn, a farmer near Susquehanna, Pa., to keep him informed about actions of the Department of Agriculture in Washington. He said, "We must sow, cultivate and reap as Washington directs."

Grain Dealers in Indiana Legislature

Public minded grain dealers of Indiana are being elected to their state legislature, on both the democratic and republican tickets. Six of the seven elected last November appeared at the annual banquet of the Indiana Grain Dealers Ass'n in the Columbia Club, Indianapolis, during that organization's 38th annual convention.

Four of these enterprising merchants stayed after the banquet to visit with their brother dealers. These are Ben Herr, of the Herr Grain Co., Lebanon, republican senator from Boone County; Leland Moore, of the Perrysville Grain Co., Perrysville, democratic representative from Vermillion County; Ura Seegar, of the Seegar Grain Co., Marshfield, democratic senator from Warren County; Orville T. Stout, of the Baltic Mills Co., Vincennes, republican senator from Knox County.

Other earnest legislators from the ranks of grain dealers in the Indiana Assembly are: Noland Wright, of the Wellington Milling Co., Anderson, republican senator from Madison County; I. Floyd Garott, Battle Ground, republican senator from Tippecanoe County; and Charles Y. Foster, of the Foster-Kendall Co., Carmel, republican senator from Hamilton County.

Grain Dealers in Indiana Legislature



L. to R.: Ben Herr, Lebanon; Leland Moore, Perrysville; Ura Seegar, Marshfield, and Orville T. Stout, Vincennes.

Farmers and the Board of Trade

By H. C. DONOVAN, Chicago

"Well, well, Pete, my son, glad to have you back with us again, but as I said to Ma when we got your letter, I don't understand why you lost your job in Chicago."

"How are you, Dad? And how are you, Ma?"

Thus they greeted their son, Pete, as he set down his suitcase.

"I am sure glad to see you both again. Yes, I lost my job in Chicago, as well as my hopes of marrying the best girl in that whole big city. You see, the loss of my job broke up our engagement."

"But why did they fire you, Pete?" asked his Dad. "You said in your letters that you were working for the best brokerage house in the city and that you were not only well liked by them, but that you stood in line for an early promotion."

"I wasn't fired, Dad," replied Pete. "Just laid off. You see business, especially the grain business, became so bad that the brokerage houses were forced to lay off thousands of employees. The firm I worked for went broke because of poor business and that is the why of it all."

"Well, well," said Mr. Benson, "I sure thought that if anyone was making money, it would be those grain gamblers up there in Chicago, seeing that, as our Congressman said, they have got the prices of grain down lower than they were ever able to do it in recent years. We, too, are in poor shape here on the farm, Pete. I am selling out and intend to move to the County Seat and do something else besides farming. I intend to have a general sale next month and I sure hope I can get fair prices for my livestock and farm implements. By the way, Pete," continued Mr. Benson, "you are here just in time to help me make out my farm sale bill posters. I can put down the numbers and description of things and you, with your fine salesmanship experience on the Chicago Board of Trade can sure put in something attractive concerning the terms of sale, and other trimmings. You will, won't you, lad?"

"Sure!" replied Pete, "I will start at it the first thing in the morning."

The next morning, sitting by the table, Mr. Benson handed his son a large sheet of paper. It was an auction farm sale notice of a sale the previous winter, headed in large letters with the words: "PUBLIC SALE" followed by the date, the items to be sold at public auction, as well as the description of each, after which came the terms and conditions of settlement.

Pete read it over carefully, saying when he finished, "I can do my part for your sales bills in a short time, Dad." Then, turning over the sheet of paper, he wrote rapidly for a short time and finally handed it back to his father.

"Humm, humm," muttered Mr. Benson. "You made short work of it, my lad. That has come from practice and knowledge of such things you gathered up there on the Board of Trade. Hold on, though, what is this? 'All prospective buyers must register their intentions of good faith and must be vouched for by a responsible individual and by the signature of that individual.' Why Pete, what do you mean by that?"

"I mean, Dad," replied Pete, "that there must be no irregularity in the purchases and sales at this public sale of yours. Those requirements are somewhat the same as the laws governing the deals on the Board of Trade."

"It won't do, son, it won't do," returned Mr. Benson, "and here, why this is a whole lot worse, where you say, 'Each buyer must make a cash deposit and under no circumstances must a buyer purchase any amount over one hundred dollars.' Why, Pete, are you crazy? Or do you think that I am? See here, Pete, I am expecting well over three hundred prospective

customers at my sale, but I swear we will not have twenty if I put out such a bill as that. And here again you go on, 'A special tax will be levied on each sale, and no one can resell his purchases the same day without paying another tax.' Pete, what in the world is the matter with you? You would reduce my prospective customers fully 80 per cent."

"Now, Dad, take it easy," remonstrated Pete. "You asked me to put a new touch to your sale bill such as I learned in Chicago, and those items I wrote there are very similar to the selling and buying rules, or rather, I should say, laws, of the Chicago Board of Trade, your own market."

"But, son," exploded Mr. Benson, "can't you understand that the fewer customers I have the less will be my chances of getting rid of my stock promptly. Can't you understand that they will not make any bids if they are tied down by rules and regulations and laws such as you mention? Why, Pete, it means that I will have practically no market on that sales day. Why, you fellows on the Board of Trade are out of your heads! And you have the nerve to say that the Board of Trade is MY market."

"Yes, it is, Dad," returned Pete. "It is, or, I should say, WAS the greatest food commodity market in the world, and it is none other than your market and all the other farmers' market."

"The farmers' market? The greatest commodity market in the world?" repeated Mr. Benson. "Just what do you mean by the farmers' market, Pete?"

"I mean just what I say," returned Pete. "It is a market running wide open every business day in the year, a market where farm products can be purchased and sold each minute of each working hour of each day and I am not crazy, as you put it, in regard to its rules and regulations and also the laws that are laid down by the government to govern the purchases and sales, supposedly to satisfy you farmers. But, of course, it is deteriorating as a wide open market because of your laws and regulations which have 'hog-tied' it just as you fear your public sale will be 'hog-tied' if you use the same rules and regulations to govern it as you are now using on the grain exchanges."

"But son," gasped Mr. Benson, "I did not put those rules and regulations on the grain exchanges."

"Nevertheless, the statesmen you elected did," returned Pete, "and they were and are supposed to act for your welfare."

"I see, son. I see just what you mean and I don't blame those customers, including speculators, for leaving those exchange markets. I sure believe that means should be taken to have them back," said Mr. Benson, "even though the speculators give us farmers a good trimming occasionally."

"What do you mean by a good trimming, Dad?" asked Pete.

"Why, son," replied Mr. Benson, "by their unfair trading in which they run the prices up and down to suit themselves."

"Run the prices up and down?" interrogated Pete. "They cannot do that, Dad, because if those classed as 'bulls' attempt to inflate prices to their liking, those classed as 'bears' will hold them in check and vice versa, and in that way prices will hold true to their intrinsic values and by no means can they hold otherwise. Attempts have occasionally been made in the past to 'frame' the market, but to the sorrow of those who attempted it, they were failures, for no man or set of men, no matter how wealthy they are, no, not even the United States government with a half billion dollars in front of it and the wealth of this great nation behind it, could do it. So there you are."

"I see, son. Yes, I get your point now," said Mr. Benson, "but what I don't gather from your argument is what do the speculators get for the risk of their money, with everything so cut and dried, depending on supply and demand?"

"The speculator depends on events of the future," returned Pete, "and that is why it is called a future market. Just like you, Dad, when you buy your coal in the spring to be used in the following winter. You buy it that early, fearing higher prices in the fall. Sometimes you win and again sometimes you lose, according to events during the interim. In other words, the speculator buys when he thinks prices will go up and he sells when he believes prices will go down, and remember, Dad, that a so-called 'bear' could not sell one bushel of wheat unless a so-called 'bull' is on hand to buy it."

"But, see here, son," said his father. "How do you account for the large sum of money made by those speculators so that they could build that magnificent Board of Trade building up there? Ten million dollars, I believe, was the cost of it. Did not that money come from us farmers?"

"That building may have cost ten million dollars," said Pete, "but it is by no means paid for as yet, and will not be for many years to come. However, if you farmers have the idea that you paid for it, and by some means got your ten million back and divided it among yourselves, you would get but a little over one dollar each, but in doing so you would have no general market to assure you the financing of the transportation, handling and sale of your crops."

"I see the whole situation now, my boy, except one important point and that is, WHY are those killing laws and restrictions put on the grain exchanges?" asked Mr. Benson. "It looks a whole lot as if the agitators and exploiters are after the grain exchanges to bleed money from the farmers for their own benefit."

"Not money, Dad," corrected Pete. "Instead, they are using the grain exchange system as a 'butting post' when they are out getting votes from the farmers. They tell you farmers that the exchanges are robbing you of your hard-earned dollars, then, when elected they must, of course, make some gesture to let you understand that they are after them, hot footed, so it is they acquaint themselves with the doings of the Board of Trade, and in doing so they find no justification for closing it down, but on the other hand, find that in closing it down it would be harmful to the farmers. So they make the best they can of the situation in which they find themselves by advocating restrictive laws which, in themselves, are nearly as bad as if they were to close the exchanges down completely."

"Son," said Mr. Benson, "leave out all those rules and regulations you were intending to put in my public sale bill. Let's have as many customers as we can, and after the sale is over, I will get up and tell those of my farmer friends gathered there, something about the grain exchanges that will open their eyes. Fact is, if those meddlers had not monkeyed with those exchanges and many other things, I would not have to sell out to pay my debts and quit farming."

G. A. Harper of Onawa, Ia., has written a letter to Senator Guy Gillette of Iowa, in which he says: "You have introduced a bill in Congress to regulate margins on grain trades, etc., evidently for the purpose of regulating trading in grains on the boards of trade of the United States. For your information the trading in grain and cotton at present is practically non-existent due to the fact that the federal government is running the most gigantic corner in cotton, wheat and corn ever known, even excepting the corner in corn by Joseph in Biblical days. Evidently your legislation is aimed in the wrong direction if your purpose is to help the price of corn."

How to Get Rid of Cobs

Nearly \$500 in operating expenses are saved annually by Chris Bahler, in operating the plant of the Bahler Grain & Feed Co. at Galveston, Ind., because he discovered that cobs make good bedding for livestock, and because he made it convenient for farmers in need of bedding to get his cobs.

The Bahler Grain & Feed Co. has always been willing to give its cobs to farmers who wanted them. When farmers didn't want them extra men and trucks often were employed to scoop the cobs out of the cob bin, and haul them far enough away from the elevator so they would not constitute a fire hazard.

One farmer asked Mr. Bahler to give him a man to help load cobs. When Chris asked him what he used the cobs for he said: "Bedding for the cattle."

If cobs made good bedding for one farmer's cattle, they would make good bedding for another farmer's cattle, Mr. Bahler reasoned. If the cobs were made easily available to them the farmers might keep his cob bin clean.

So he built a huge chute across his cob bin, sloping downward at an angle of 45 degrees across half the bin, and leaving it open at the top. The outlet of this chute was put in the elevator driveway, a sliding door retaining the cobs until a rope was pulled to lift it and let the cobs fall into a waiting vehicle.

The chute is 6 feet wide, boarded up 18 inches on each side, and will hold four or five loads of cobs. If the cobs are not removed for a period of time the accumulating cobs simply spill over the top of the chute sides into the cob bin through which the chute has been built.

But there are never any cobs on the floor of the 16x18 foot cob bin since the chute has been installed and word has spread that cobs make good bedding. A half dozen farmers keep the chute clean, because all they have to do is drive an empty truck under the chute outlet, pull the rope, and the sliding cobs fill the truck box in a jiffy. Chris' problem now is to keep all his customers satisfied, because so many of them want the cobs.

A few farmers use the cobs for fertilizer, simply spreading them thinly on the land. But most of the farmers use them for bedding, especially in concrete floored cattle barns. The cobs are spread from five to six inches thick

on the floor. They have high absorption capacity and need be changed only about once in three weeks, instead of every 24 to 48 hours as does straw. This high absorption quality takes a lot of the work out of bedding cattle, even if the cattle don't like the cobs quite as well as straw.

When spread on the land after three weeks in a cattle barn, the cobs are reputed to make very good fertilizer.

Incidentally, installation of the simple cob chute not only saved Chris Bahler the \$400 to \$500 he was spending annually to get rid of cobs, but it earned for him a reduction in his fire insurance premiums thru elimination of the fire hazard inherent in cobs in a cob bin.

To Regulate Kansas Itinerants

House Bill 106 and Senate Bill 85 introduced in the Kansas legislature require itinerant merchants to carry a manifest giving a full description of their cargo; to be licensed upon their payment of a fee of \$50.00 per year (subject to revision by the committee), to carry public liability insurance (as required of other commercial truckers) and to carry a bond of \$1500 to protect the public against fraud, dishonest weights, grades, etc.; and to guarantee to the state proper compliance with the act.

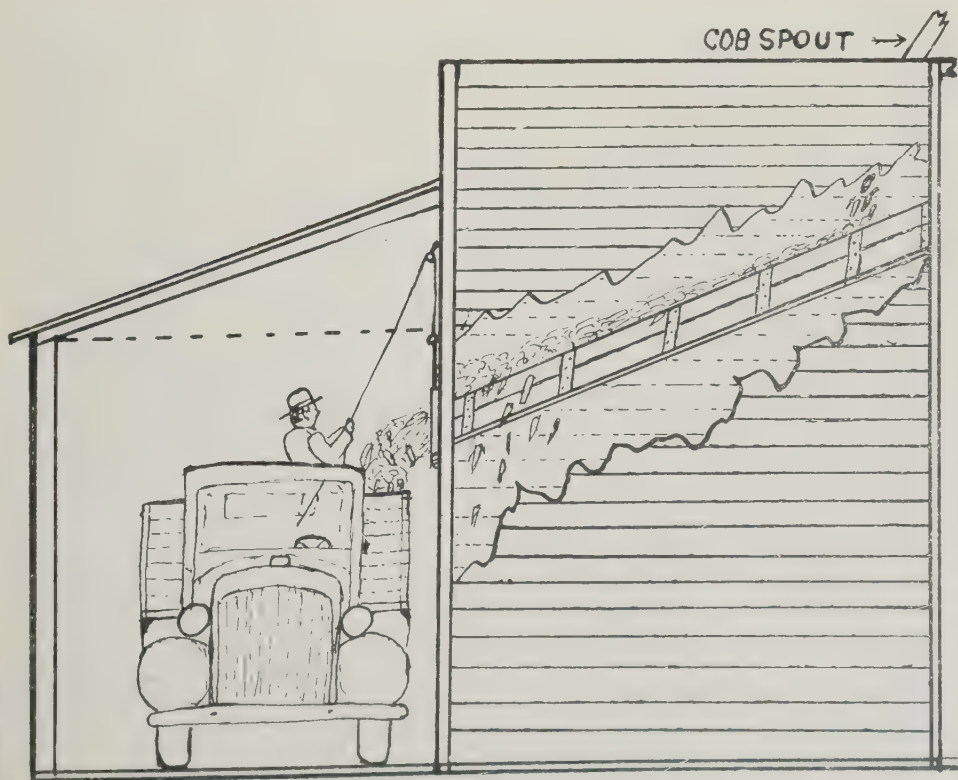
Those exempted from the proposed legislation are: Farmers hauling and selling products produced by them. Merchants hauling commodities to or from an established place of business. Trucks operated for hire. Persons hauling goods for their own consumption or personal use.

House Bill 106 was referred to the judiciary committee, Templar, of Cowley, chairman.

Senate Bill 85 was referred to the federal and state affairs committee, Skovgard, chairman.

Calendars Received

SKF Industries, Inc., Philadelphia, Pa., breaks all tradition with its 1939 calendar. Attractive monthly sheets with a light and dark green background show the current month in large size, the preceding and succeeding months in half size, and these sheets are hung on a string in such manner that they will tear away cleanly. Only advertising on the calendar is the simple "SKF" trade mark in red near the middle of each sheet.



Chris Bahler Stores Cobs High Enough to Drop Into Trucks

Processing Tax Burden on Consumer

By SAMUEL R. HARRELL, Indianapolis, pres. Indiana Millers State Ass'n, before Indiana Grain Dealers Ass'n

In Washington a disagreement seems to exist on the subject of processing taxes as a means of raising revenue for farm benefit payments. The score today seems to be two to one against the processing levy.

Secretary of the Treasury Morgenthau came out flatly against what he described as taxes on the consumer.

The following day the President, in answering inquiries from newspaper men, seemed to share Mr. Morgenthau's opinion, saying processing taxes fall in the class of a consumer's tax, and in referring back to his budget message to Congress, he said that he was opposed to any taxes which would depress purchasing power.

The following day, however, Secretary Wallace gave out a statement in which he said: "As nearly as I can discover, the stand of the administration is that the form of getting new money is up to Congress. Processing taxes, of course, are taxes on consumers. The processing tax as a means of financing the farm program is not precluded, if some better source is not found."

So today we have a rather uncertain picture to give you on what the Administration will finally recommend to Congress. This uncertainty is emphasized by the fact that none of the national farm groups have yet spoken on what kind of a farm bill they would like passed, tho it is a well-known fact that the Farm Bureau leans toward a retention of the present Act, while the Grange and the Farmers' Union seem inclined to favor some modification in the way of amendments.

As to Congress itself, a number of bills to amend the present act have been introduced, but none of these include the processing tax of 30 cents a bushel on wheat which Secretary Wallace has been advocating.

Secretary Wallace has not yet disclosed what tax he desires on corn, hogs, cotton, rice and tobacco, altho agricultural department officials are known to have given some consideration to taxing these commodities.

The view in Washington today is that legislation will not really get beyond the discussion stage until after the March 15th income tax returns are reported, and that farm legislation will be slow in shaping up and nothing will become concrete until hearings are held on proposals that the national farm organizations may recommend.

In the meantime, I believe we millers, and grain and feed men, should not take for granted that the threat of processing taxes has been removed. On the other hand, we should continue to oppose any tax on food, and our opposition should be expressed in resolutions of protest and by each individual member, availing himself of every opportunity to stress the point that a 30 cent a bushel tax on wheat is a tax on the daily bread basket which hits all consumers, including the farmer.

If Congress does enact a 30 cent a bushel processing tax on wheat, it means that the American consumer of flour and wheat products will pay the enormous sum of \$141,785,616 additional for their food. In the case of our own State of Indiana, which consumes close to 3 million barrels of flour a year, this processing tax increase will amount to the sizeable sum of \$3,818,700. All of us help pay this tax on essential foods, and even the farmer himself will pay a portion of it.

The 1938-39 wheat crop in 43 countries, including all important producing countries except Russia and China, is estimated at 4,354,000,000 bus., compared with 3,686,000,000 bus. last year, according to a statement issued Feb. 4 by the Foreign Agricultural Service of the U. S. Department of Agriculture.

Indiana Manager Promotes Soybean Show

Thru the enterprise of Everett Daily, manager of the Farmers Cooperative Co., the first known purely local soybean show was held at Remington, Ind., on Jan. 27. The Remington Service Club was the sponsor, aided by a long list of familiar transportation, industrial, and farm supply names, but Manager Daily was the initial force behind the show, as well as its general manager, and to him belongs the credit for its organization and success.

While the prizes offered were not large, consisting generally of amounts ranging from 50c to \$1.50, plus cans or bottles of inoculants made by leading producers of these aids to legume growers, 71 samples were exhibited in 11 classes, and 41 prizes were distributed.

The Winners

J. B. Edmondson, Clayton, Ind., sec'y, American Soybean Ass'n, did the judging in the agricultural room of the Remington High School. He gave the grand sweepstakes ribbon to the Farm Craft Seed Co., of Oxford, on a one peck sample of Kingwa black soybeans, which is not a commercial bean at all, but was the most evenly colored, textured, and sized of any of the exhibits. The reserve championship ribbon went to Glenn Kinsell, of Remington, on a sample of Dunfield yellow beans from a field that produced 40 bushels per acre last fall.

During the afternoon following the judging, more than 175 farmers from Benton, White, Newton and Jasper counties passed thru the show room, examined the judged samples of beans, and looked over the exhibit of soybean products that included soybean flour, canned green soybeans, salad and cooking oils, and sausages in the "foods for human consumption" class, and various forms of soybean meal, crude and refined soybean oils, and other direct products of soybean processing plants that enter the livestock feed, and industrial uses fields.

Music by the Remington High School Band opened the show. At 2 p. m. the farmers trooped into the high school auditorium to hear Judge Edmondson lead a discussion on soybean production and the effect of soybeans on the soil. He encouraged adequate plowing and preparation of the land before planting soybeans, classified soybeans as a soil building crop, advised the farmers to sow the beans solid on land that is subject to weather erosion, and favored sowing of early maturing varieties, so that the beans can be harvested in the fall early enough to seed the land with winter wheat.

Soybean Banquet

More than 200 farmers and their wives, and a scattering of local business and professional men, paid 50c each in the evening for tickets to the soybean banquet. At the banquet prepared by the home economics class of the high school, soybeans were served five different ways. They served as a green vegetable, and were included in the salad. Soybean flour was used in the biscuits and in the cake, and roasted and salted soybeans were served in nut cups for consumption after the dinner.

County Agent E. E. Fultz, opening a series of introductions of local leading lights, commented that seven times as many acres are now devoted to soybeans in Benton, White, Newton and Jasper counties, as to any other legume.

Fern Low, local banker, called the names of the prize winners, and announced that their prizes would be available immediately after the banquet.

McMillin's Review

D. W. McMillin, Jr., Fort Wayne, was the featured evening speaker. He explained that as the south devoted more and more acres to corn and cattle, the north lost its market for oats. Soybeans filled the gap in the Corn Belt rotation program as soon as soybean proc-

essors discovered the market for soybean products.

Greatest progress in soybean production has come to American farmers in the last eight years. Prior to 1930 production of soybeans never exceeded 10,000,000 bus., but rapid expansion of acreage brought domestic production up to 57,000,000 bus. last fall.

The reasons for the rapid increase in production, said Mr. McMillin, are that soybeans will grow on almost any kind of soil, they are resistant to both drouth and excessive moisture, and they have a ready market (soybean processors have increased capacities consistently to keep ahead of the supplies of beans). Cottonseed oil and cottonseed meal control the market for soybean products, as they do for other vegetable oils and meals, because of their volume of production. A continued market for soybean products, believed Mr. McMillin, lies in the export trade as well as in domestic consumption. Europe cannot raise enough to fill her own feed requirements.

Mr. McMillin described the three types of processing in use by soybean plants, the hydraulic, the expeller, and the solvent processes. The expeller process, he said, removes from 15 per cent to 15½ per cent of the oil, leaving 4 per cent to 4½ per cent of the oil in the toasted meal. Latest processing methods are a combination of the expeller and the solvent processes. In the solvent process, hexane is used to remove all but about ½ per cent of the oil in a manner comparable to dry cleaning of clothes.

Perhaps the most spectacular use for soybean meal is in the plastics, said Mr. McMillin, exhibiting two ash trays, and several slabs of molded plastics of different forms. Most of these combined up to 50 per cent of soybean meal with other plastic materials, like sawdust and bakelite, but did not exceed this volume due to a tendency to absorb moisture. Ford uses soybean plastics in the window moldings, horn buttons, and similar parts of the Ford car; and he uses soybean oil in paints, and in making cores in his foundries.

But the paint, varnish, linoleum, and other industries use only 10 per cent of the soybean

oil produced; 90 per cent of the oil enters the vegetable oil trade, principally in the edible oils field. Only 5 per cent of the meal goes into glue and plastics; 95 per cent must find its market in livestock feed.

Research on soybeans is going on constantly in experimental and private laboratories, said Mr. McMillin, looking ahead to new and broader markets for the products of this versatile, almost magic plant. The soybean knows no limit to its future possibilities.

Cooperating in both the exhibition, and in furnishing the prizes were many agricultural supply companies. Among these were: Benton County Hybrid Seed Ass'n and Associated Growers, North American Fertilizer Co., F. S. Royster Guano Co., New Century Co., Darlington & Co., Riverdale Products Co., Allied Mills, Urbana Laboratories, Nitrogen Co., Heath & Milligan, Mid-States Steel & Wire Co., Indiana Grain Cooperative, Inc., Central Soya Co., and the Pennsylvania Railroad.

California Law to Control Truck Peddlers

Legislation to control trading has progressed farther in California than in some eastern states, and in drafting the bill to regulate itinerant merchants, A.B. 2527, care was taken to make the measure effective.

The bill puts all "commercial" feed sellers and millers under feed law regulation, and tightens up on the itinerants by requiring some proper fixed place of business.

The senate agricultural com'te will hold hearings to bring the matter to a vote before Mar. 6.

St. Louis, Mo.—The U. S. Department of Agriculture will require 200,000 tons of poison bait for grasshopper control this spring, according to R. B. Bowden, executive vice president of the Grain & Feed Dealers National Ass'n, in Washington. Authoritative sources indicate 55,000 tons of bait carried over from last year, and a reduction in the appropriation for grasshopper control from \$3,000,000 to \$2,000,000. On Jan. 26-27 the government purchased 3,000 tons of bran from spring wheat mills for poison bait in the Northwest.



Manager Everett Daily of the Farmers Cooperative Co., Remington, Ind., with Prize Winning Beans and Part of Exhibit in Remington Soybean Show.
[See facing page]

Grain Carriers

The National Rivers and Harbors Congress will hold its 34th gathering at the Mayflower Hotel, Washington, Mar. 23 and 24.

Seneca, Ill.—A barge 180 ft. long, with a capacity for 1,500 tons, was launched recently by the Chicago Bridge & Iron Co., the first of six to be built for the John I. Hay Co., barge operators, Chicago.

Washington, D. C.—Grain and grain products were loaded into 33,029 cars during the week ending Jan. 21, compared with 36,096 during the comparable week a year ago, reports the Ass'n of American Railroads.

Soybean meal rates relieved of application of the long and short haul clause by order No. 12940 are modified by the I.C.C. to include rates from the same origin groups to Long Beach, Cal., Olympia, Wash., Vancouver, Victoria and New Westminster, B. C.

Port Colborne, Ont.—The freighter *Northton*, loaded with 115,000 bus. of wheat, sank in 25 ft. of water in the harbor. No one was aboard at the time and the cause of the sinking is unknown. It will be necessary to remove some of the wheat to raise the ship.—G.E.T.

Chicago, Ill.—The Illinois Freight Ass'n and the Southern Freight Ass'n have denied a proposal by the Illinois Central Railroad to establish a proportional rate of 16c per 100 pounds from Chicago to New Orleans and Gulfport on wheat, corn, barley, oats and rye for export.

Cameron Junction, Mo.—Country elevators and two Missouri mills are affected by permission given the Rock Island railroad to abandon its line from Cameron Junction to Leavenworth, Kan. When the line is discontinued, Edgerton and Platte City will be left without rail service.

Dallas, Tex.—Thru joint rail and water rates on grain and grain products from Texas and other southwestern states to the Atlantic seaboard are demanded in a petition of the Tex-O-Kan Flour Mills and the Texas Industrial Traffic League, both of Dallas, and the Producers Grain Co. of Amarillo, before the Interstate Commerce Commission. Intervening are the Kansas City Board of Trade, the Minneapolis Chamber of Commerce, Southern Minnesota Mills and other groups. A hearing has been set for Mar. 20.

The Northwest Shippers Advisory Board, at its annual meeting at St. Paul, Jan. 24, elected C. H. Conaway of Fargo, general chairman; A. F. Nelson, chairman of executive com'te, and P. H. Scheunemann, both of Minneapolis, alternate general chairman. The next meeting will be held at Sioux Falls.

Spokane, Wash.—Washington and Idaho communities that are affected have protested the application of the Great Northern Railway to discontinue service on its Moscow, Spokane line, the Spokane Coeur d'Alene & Palouse R. R. J. E. Trimble, representing the Garfield Union Warehouse Co., with 15 warehouses affected, contended the line is vital to his handling of grain. H. F. Kirk, Spokane warehouse operator, supported him.

Atlanta, Ga.—The Interstate Commerce Commission brought to a close late last month its long series of hearings on the southeastern grain rate case that was started in April, 1937, and closed with the hearing here. The southeastern case, Docket 17000, Part 7-A, is the last investigation of grain and grain products rates originated under the Hoch-Smith resolution. A decision is expected by late next winter or the following spring.

Buffalo, N. Y.—Scheduled for hearing Feb. 10 before the Public Service Commission is the complaint of the Co-operative Grange League Federation Mills, Inc., against the New York Central Railroad, docketed as No. 9690. The complaint seeks reductions in rates on animal and poultry feeds and grain products described in List No. 9, Tariff 90 D, P. S. C. N. Y., A-79, from Albany, N. Y., to destinations on the New York Central, the West Shore Railroad south of Albany, and including New York City, and destinations on the Long Island Railroad.

Washington, D. C.—Mill operators in Kansas City and St. Joseph, Mo.; Leavenworth and Atchison, Kan.; Omaha, Neb., and Minneapolis and St. Paul, Minn., have petitioned the Interstate Commerce Commission for revision of the grain rate structure to permit interstate shipment of grain and grain products on single rates instead of combination rates. Mill representation claims that an Omaha miller using wheat from Kansas City and shipping flour to Chicago must pay a combination rate of 6½c and 16c, or a total of 22½c per hundredweight, whereas an in-line interior miller could utilize his transit privilege and do the same thing on a total single rate of 16c.

Portland, Ore.—Proposed new rates on grain and grain products between Portland and 18 points in Oregon have been suspended until May 1 or until a hearing and decision. Proposed schedules would charge \$1 for each additional delivery to shipments of 30,000 pounds or more subject to not more than six split deliveries. Present rates allow unlimited split deliveries at 10c per 100 pounds, with a minimum of 10c for each delivery.

The Ft. Smith & Western Railroad Co. was ordered by the U. S. Court Jan. 19 to discontinue operation, the receiver having no funds with which to carry on. The road was built in 1899 and runs to Oklahoma City with additional freight lines from Fallis to Oklahoma City, a total of 250 miles of track, the abandonment leaving 22 Oklahoma towns without rail facilities. Okemah, with 4,000 population, is the largest. Operation stopped Jan. 24 without permission of the I.C.C., altho the law requires such permission before abandonment. Receiver Parks told the Commission he had no money and could not borrow any.

Railroad Omnibus Bill Opposed

The National Industrial Traffic League, nation-wide shippers' organization, is opposing the transportation omnibus bill, H. R. 2531, introduced on Jan. 17, by Chairman Lea, of the House Interstate & Foreign Commerce Com'te. The bill proposes to reorganize and redistribute the functions of the Interstate Commerce Commission and to give it jurisdiction to prescribe minimum rates for all forms of transportation, such as rail, truck, air, water, pipe line; to create a railroad reorganization court; to create a railroad administrator, and for other purposes. Said the League's Executive Com'te:

RESOLVED that the Executive Com'te regards the reorganization features of the Lea bill as being so vitally objectionable, having the effect of destroying the independent character and standing of the Commission as an agency of the Congress so as to require immediate action.

It is understood that bills along somewhat similar lines will be introduced in the Senate by Senator Wheeler, Chairman of the Senate Interstate Commerce Com'te.

The Executive Com'te of the League is objecting to all reorganization bills of this character.

Agriculture and Railroads Are Linked

By M. J. GORMLEY, rep. Ass'n of American Railroads before Farmers Grain Dealers Ass'n of North Dakota

If the farmers had received in 1937 substantially the same prices as in 1926, gross farm income in that year would have been only 9.3 per cent less than in 1926. If the railroads had received in 1937 the same prices for their services as in 1921, the revenues in 1937 would have been only 10.5 per cent less than in 1926. If farm prices had been at 1926 levels and if railroad prices had been at 1921 levels in 1937, both the farmers and the railroads would each have had about one and a half billion dollars more to spend for the products of other industries.

The United States must have an agricultural industry and it must have a railroad industry. Both industries are essential to the welfare of the nation. If these two industries are forced to pay more for the things they buy than for the things they sell, such disparity leads only to bankruptcy.

If the railroads had had the same ton mile revenue in 1937 as they had in the year 1926, which, as I understand it, was the year of the agricultural parity prices, their returns would have been \$526,505,000 more than they were and if that had been true, there would be very much less alarm about the general situation of the railroads today. Therefore, I say again that the two industries are linked together. What helps one, helps the other. Reduced production is detrimental to both.

Agriculture is dependent upon railroads for their major transportation. In the State of North Dakota today only 10 per cent of your state highway system is of the all weather type and you have only 55 miles of concrete highway. The record shows that from 1921 on to 1937 you got 32¼ million dollars for construction and



Over 200 farmers attended "soybean banquet" at Remington (Ind.) First Annual Soybean Show. [See facing page]

maintenance from motor vehicles. In the same period you got 36 million dollars from the Federal government. You also got 39½ million dollars out of property taxes. Does it not look to you from these figures that the competitors of the railroads on the public roads are failing to pay their way for the use of this facility?

Your Highway Department reported last year that you needed immediately on your main or principal roads, to rebuild, widen or relocate 6,209 miles at an estimated sum of 84 million dollars and on these same roads to widen or rebuild 304 bridges at an estimated cost of 4½ million dollars more. This is a total of 88½ million dollars for your improved roads.

Should you not today ask the question—Where is the money to come from and who is to pay it?

Common Carriers Permits Demanded for Private Trucks

Private trucks used in delivering manufactured or processed products are under fire in the Pacific Northwest, where the Washington Department of Public Service demanded that the Centennial Flour Mills, Sperry Flour Co., and the Spokane Flour Mills show cause why they should not obtain common carrier permits for the private trucks they operate in delivering flour and other mill products to interior points in the Inland Empire.

The point involved is whether different prices "at the mill" and "delivered" constitute a variable haulage charge that competes with common carrier trucks, as common carriers contend.

Truck Bill Introduced in Illinois

Truck control regulations covering safety and responsibility features the Illinois Truck Act and five companion bills introduced in the Illinois Senate and House of Representatives last month.

The new bill would repeal sections of the Public Utilities Act of 1921 relating to trucking, and would transfer administration of the new law to the Department of Public Works & Buildings, with the Division of Highways & Highway Police. The bill would provide for:

Rigid semi-annual safety inspection of trucks.

Public liability and property damage insurance, or proved financial ability to pay claims resulting from accidents.

Permits or certificates for every truck owner before Mar. 1, 1940.

Limiting truck drivers to 12 hours of driving, and a total of 15 hours on duty in any 24 hour period.

Painting of names, addresses, permit or certificate number, and empty weight on sides of each truck.

Use of simplified bills of lading by "for-hire" truckers, and bills of sale by merchant trucks.

Minimum rates for metropolitan, line haul, local and specialized carriers.

While the new bill sets up no fees or charges and does not amend the law regarding truck licenses, it is believed by its sponsors that increased collections of sales taxes and truck license fees due to better enforcement and accurate records will more than cover the cost of its administration.

An important feature of the new bill is its repeal of provisions of the Public Utilities Law covering trucks, under which 21 trucking companies are now permitted to hold exclusive monopolies over specified routes on Illinois public highways. Says Senator John W. Fribble, a member of the legislative commission: "Last March the Illinois Commerce Commission ordered a Chicago mercantile company 'to cease and desist' operating its own buses for its own customers at no charge. This case is still pending on a motion for rehearing.

"The theory of the present law, if upheld by the courts, can ban merchants and manufacturers from delivering to their customers, and bar farmers from hauling produce and livestock from farm to market."

Marketing Corn in the Argentine

Argentina for years has been the leading corn exporting country. Eighty per cent of the 325,000,000-bu. annual crop is shipped abroad, write Paul O. Nyhus and Chas. L. Luedtke, of the U. S. Dept. of Agriculture, stationed at Buenos Aires, in a review of Argentine corn. They write:

In the main Argentine corn belt the crop is pretty well made by Feb. 15, but husking does not get well under way until late in March. The crop is husked on the stalk and calls for a large number of men, women and children, who work on a piece-rate basis during the months of April, May and June. The prevailing rates for husking in 1937 were equivalent to 6 or 7 cents per bushel of shelled corn. Good huskers can make the equivalent of \$2.25 to \$2.75 per day, without board. The corn is picked into a bag, which is dragged between the rows and later emptied into large standard corn bags placed in the fields at convenient intervals. The large bags are then hauled to the farmstead, where the corn is placed in a native corncrib, or "troje," a striking feature of the Argentine farmsteads thruout the corn belt. Stalks of sorghum and sunflower plants, grown especially for this purpose, and a few poles are bound with wire in building these circular cribs ranging from 20 to 27 feet in diameter. The corn is elevated into them in hoppers running on a cable and pulled by horses. The corncribs are occasionally covered with cornstalks or canvas, but oftener are not.

The corn remains in the native cribs in the open for a period of from 2 to 8 months, depending upon the time of marketing, but usually after a month or two it dries out and conditions sufficiently to enable shelling and marketing with a moisture content of less than 15 per cent. In some seasons, such as 1936, the corn goes into the native cribs unusually damp, and subsequent rainy weather makes it difficult to get it dry enough for shelling before July or August, but normally shelling is under way in early May and is at its height in June and July. It is only in occasional years that this difficulty is experienced; and, altho there are artificial driers scattered thruout the corn belt, they are idle in most years. The present capacity of the artificial driers operated for about 6 months of the year does not exceed 10 per cent of the crop.

Two of the large export firms maintain offices at the leading stations in the grain belt and buy directly from the farmers. More of the corn, however, is sold by the growers to grain buyers in the interior, most of whom are also the owners of large general stores. Practically all such stores have grain departments and, to a considerable extent, finance the tenant farmers. In the main corn belt, corn is generally purchased in the corn crib on a shelled basis, the purchaser assuming the expenses of shelling, sacking, cartage, and freight, for which due allowance is made. The shelling charge in 1937 was one-half cent per bushel. About half the shelling machines are owned by men living in the rural towns and the other half by grain buyers, who are thus equipped to shell corn that they buy on the ear in the crib from farmers.

Most of the grain at the present time is handled in sacks of about 135 pounds, altho arrangements are being made to install special portable equipment in the present grain warehouses which will enable bulk handling. There is some bulk handling directly from shelling machines. The elevator storage capacity in the ports of Rosario, Santa Fe, and Buenos Aires is not large; and, if the export movement does not keep pace with the movement from the farm, stocks tend to accumulate at the railway stations in the country. Frequently the grain is piled up at railway stations under tarpaulin covers.

Hauling at present is mostly with team and wagon but with the construction of highways and better roads generally thruout the grain

belt of the Argentine, especially in the corn belt, the movement to the port cities by truck is increasing rapidly. Rosario, adjacent to the main corn belt, is the leading port for ocean vessels loading corn, and about three-fourths of the entire production of the country is within 125 miles of a port.

Supply Trade

Buenos Aires, Argentina.—Robert Pusterla & Co. recently purchased a large cleaner from the Sidney Grain Machinery Co.

Chicago, Ill.—R. E. Kramer, vice-pres. in charge of sales of the H. Channon Co., has been elected president to succeed F. W. Copeland, recently resigned.

Wichita, Kas.—Wheat condition in this territory is fair with good prospects for some elevator building and repair work.—Tom Curliss, Star Engineering Co.

Cleveland, O.—Alfred H. Gerber has recently joined the H. K. Ferguson Co. He was for several years connected with the McKenzie-Hague Co., Inc., of Minneapolis.

Scotts, Mich.—In announcing the completion of its new, large machinery warehouse, the White Sales Corp. states: "We are looking forward to an exceptionally good year."

There is hardly anything in the world that some man cannot make a little worse and sell a little cheaper—and the people who consider price only are that man's lawful prey.—John Ruskin.

Chicago, Ill.—The General Electric Co. recently bought ground here on which it will erect a building to provide sales offices, warehouse and service shop for the General Electric Supply Corp. and other associated interests.

Aurora, Ill.—Stephens-Adamson Mfg. Co. has ready for distribution its catalog 7738 which gives an illustrated description of the company's line of car pullers, hoists and winches. Readers of the JOURNALS can obtain a copy of this catalog by writing the company.

Milwaukee, Wis.—The Falk Corporation announces two promotions in its Engineering Department: Louis W. Falk becomes executive engineer, and W. P. Schmitter becomes chief engineer. Harold S. Falk, vice-president, continues in his present capacity as director of engineering.

We look forward with confidence to a better year in 1939 than 1938. With closer cooperation between labor, industry and the government; with the ever-increasing use of electricity; with the great need that exists in this country today for electric appliances in the home and for more power in the factories and the resulting expansion of generating capacity in central stations—all this will mean increased opportunities for production of the heavier capital goods, so much needed at this time by thousands of skilled workmen, not only in the electrical industry but all industry, and for the good of the entire economic system.—Gerard Swope, President, General Electric Co.

Silver Creek, N. Y.—"Modernized Mixing" is terse, informative and pictorially interesting. Instructive to everyone engaged in the manufacture of products that require mixing. Between its covers are many illustrations and descriptive details revealing the rapid, outstanding progress of a world famous engineering-manufacturing organization in modernizing mixers and mixing, bringing into vision what is being used, and in what manner, by nationally prominent concerns in making surprisingly many products. Readers of the JOURNALS who desire to be well informed are urged to send a post card or letter request to S. Howes Co., Silver Creek, N. Y., asking for a copy of this new No. 165 Catalog.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

CALIFORNIA

Fresno, Cal.—Robert V. Hansen has taken over the feed business formerly operated by N. J. Beck.—W. H. B.

Fortuna, Cal.—Lawrence E. Yost, local feed dealer, has transferred his assets to G. W. Brainerd, San Francisco.

North Sacramento (Sacramento p. o.), Cal.—Paul H. Holsinger has entered the hay, grain and livestock business here.

Sacramento, Cal.—An increase in the corporation tax was advocated in the legislature by Ray Williamson of San Francisco from 4 to 5 per cent.—W. H. B.

Stockton, Cal.—The Pacific Molasses Co. and the California West Indian Molasses Co. will operate one Stockton terminal jointly instead of separately, as originally planned.—W. H. B.

Sacramento, Cal.—The Santa Clara Prune Meal Co. has been incorporated to process prune waste into poultry and livestock feed. R. Cali of Cupertino is head of the corporation.—W. B.

Sacramento, Cal.—Assembly Bill 290, creating California Trade Commission to enforce laws against unfair business practices, was introduced before the Assembly Jan. 10. Assembly Bill 1147 was introduced Jan. 20. It creates a consumers' protective commission under the food and drug act to protect consumers against adulteration and false advertising, and furthermore provides for hearings on products and for advising public of findings.

San Francisco, Cal.—Elimination of the Merchants Exchange at the end of March will not affect the functioning of the Grain Exchange or the Marine Exchange for which it has served as parent and clearing house for several months. Each will carry on independently, the former remaining wholly separate from the Chamber of Commerce, but the latter will continue to be associated with the Chamber of Commerce. During the past several months the Merchants Exchange prepared statistical material for the Grain Exchange.—W. H. B.

CANADA

Hamilton, Ont.—A 2,000,000-bu. capacity grain elevator costing between \$2,000,000 and \$4,000,000 is to be erected on the bay front property purchased from the city by the Great Lakes Feed Co., Ltd.

Dutton, Ont.—J. E. Davies of St. Thomas, Ont., has bot the Dutton Flour Mills, a 125-bbl. plant, from William Honningshead. Mr. Davies will continue operation under the present plan. He has been active in the flour and feed industries of this province for many years and is well known in the Ontario flour trade.

COLORADO

Montrose, Colo.—Meetings were held at Montrose and Olathe last month for the purpose of forming a co-operative organization to build a co-operative flour and feed mill.

ILLINOIS

Streator, Ill.—The Mills Elvtr. Co., west of Streator, has equipped its elevator thruout with electricity. Ralph Arenz is manager of the plant.

Magnolia, Ill.—Frank Winkler of Toluca has opened a new feed mill and feed store here. He will continue to operate his feed mill at Toluca.

Coatsburg, Ill.—Charles Guenther, who is in charge of the Coatsburg Grain Co. elevator, was injured severely from a fall on icy pavement recently.

Hanna City, Ill.—The third annual farm power equipment demonstration and entertainment sponsored by the Hanna City Elvtr. Co. was held Jan. 24 with more than 400 persons attending.

New Salem, Ill.—Plans for reconstruction of the Rutledge-Cameron mill have been announced in Washington by Robert Fechner, director of the C.C.C., a part of the restoration program begun in 1935.

Kampsville, Ill.—The Fox Grain Co. of St. Louis recently bought from Schultz-Baujan & Co., Beardstown, Ill., a 12,000-bu. elevator located here, on the Illinois river. The elevator has facilities for barge line loading.

Forest Park, Ill.—In the \$2,999 libel suit of Mrs. Clara J. Filer against the Acme Feeds, Inc., a district court jury returned a verdict giving Mrs. Filer \$500 and also allowed the feed company \$467.19 on a claim for payment on merchandise.

Trenton, Ill.—Oliver Witt has recently completed his new modern feed mill. The building is 70 x 30 ft., with a basement under part of the building. He has installed all new and modern machinery for custom grinding and feed mixing. The entire plant is operated by electricity. A new 26½-ton scale and dump have been installed.

Decatur, Ill.—While the contract for the 5,000,000-bu. grain elevator and head house to be built by Archer-Daniels-Midland Co. has been let to McKenzie-Hague Co., Inc., as announced in the last issue of the Journals, the company advises that the contracts for the processing plant and other buildings will be let at a later date.

Fairview, Ill.—The Fairview Farmers' Elvtr. Co. has constructed a new 8,000-bu. corn crib, with over-the-driveway storage bins for 5,000 bus. of small grain. It is constructed of native lumber, with inside elevator, and truck hoist, also built-in sheller drags. Since this crib has been in operation the congenial manager, W. R. Willcoxon, has increased his ear corn business three fold.

Hill Top (Petersburg p.o.), Ill.—The Central Illinois Grain Co. of Ashland, with elevators here and at Curtis, Richland and Loami, has filed a petition in bankruptcy in U. S. district court, listing liabilities at \$23,384.05 and assets at \$32,839.36. General depression and poor crops was assigned by U. J. Sinclair, president of the company, as reasons for failure. The company has been operating since 1905.

Danforth, Ill.—The Farmers Elvtr. Co. is making extensive improvements on its North Elevator. New installations include a waterproof concrete boot pit; a new leg fitted with a Clow-Winters Direct Head Drive, power furnished by a 10-h.p. Fairbanks-Morse Fully Enclosed Motor; a new cast iron boot fitted with roller bearings; Calumet High Speed Buckets; new steel spouting in cupola to bins; a new 10-bu. Hopper Richardson Automatic Scale; a new manlift with steel cable for lift. George Saathoff has the contract.

CHICAGO NOTES

Walter S. Aagaard, formerly with Lamson Bros. & Co., has been named assistant manager of Fahnstock & Co. of Chicago.

The Norris Grain Co. has been named as a representative of the federal surplus commodity corporation in its deals with the United Kingdom-Ireland.

Price of memberships in the Chicago Board of Trade advanced \$100, with transfers at \$2,100. Posted offers of certificates were at \$2,000, and the highest bid at \$1,600.

Two new Hess Driers each of 750 bus. per hour drying capacity have been installed in the Rock Island Elevator now operated by the Continental Grain Co. in South Chicago by the John S. Metcalf Co., who are making other improvements.

The Cash Grain Ass'n of the Board of Trade elected the following officers recently: Charles D. Olsen, pres.; Austin D. Sturtevant, vice-pres.; Frank Haines, sec'y; directors, Alfred A. Meyer, J. O. McClintock, Sylvester Meyer, Frank J. Dolan, William M. Hommerding, E. R. Bacon and LeRoy Godfrey.

James A. Cathcart, Chicago, R. Hugh Uhlmann, Kansas City, and Fred W. Stout, Ashkum, Ill., have been elected to membership in the Chicago Board of Trade.

The grain department of the U. S. Department of Agriculture has moved into the Hanberg building, 3023-3027 East 92nd St., where it now occupies an entire floor. The new quarters have been remodeled to accommodate the department. R. W. Gilbert is Federal Grain Supervisor of the South Chicago district.

T. W. Merritt has been elected to the board of governors of the Ass'n of Grain Commission Merchants of the Board of Trade. A. W. Mansfield and M. R. Glaser have been re-elected. All will serve three years. The governors on Feb. 2 elected Alfred W. Mansfield, pres., Harry B. Godfrey, vice pres., Ralph Brown, sec'y.

A com'te, consisting of T. E. Cunningham, A. W. Mansfield, J. C. Murray, E. T. Maynard and W. H. McDonald has conferred with Edward C. Parker, chief in charge of Grain Standards in Washington on the possibility and advisability of creating certain specifications within the federal grades to cover grain eligible for delivery on futures contracts.

The Custodian Department of the Board of Trade in 1938 registered federal grain warehouse receipts issued by the federally licensed houses in the Chicago district covering 85,478,281 bushels. These warehouse receipts received the same service in regard to "recording of ownership" that is given to the receipts issued by the State licensed warehouses.

A com'te known as the Skidmore com'te, consisting of J. E. Skidmore, H. S. Austrian, F. A. Jost, W. M. Hommerding, John J. Coffman, E. M. Gallup, and S. J. Meyers, has been studying the problem of making grain, received on futures contract, more accessible to consumers. A majority and a minority report have been presented to the directors of the Board of Trade.

Changes in partnerships in grain firms recently announced are as follows: Joseph F. Crowley, Andrew M. Montgomery, Frederick C. Rogers and W. Douglas S. Sanday have been admitted to partnership by Thomson & McKinnon; Robert R. Hitt has become a general partner in Winthrop, Mitchell & Co., and Adena P. Loasby and Harrison K. Bird are special partners; Austin Niblack and Emmett Lawshe have been admitted to partnership in Shields & Co.

INDIANA

Union Mills, Ind.—The E. N. Cook Grain Co. recently purchased a Sidney Kwik-Mix Mixer.

Warren, Ind.—The Belleville Feed Mills has installed a Sidney Revolving Screen Cleaner and Drive.

Acton, Ind.—The Acton Grain & Supply Co. has been incorporated. The company operates the local elevator.

Preble, Ind.—The Preble Equity Exchange recently purchased a ton Vertical Mixer from the Sidney Grain Machry, Co.

Frankfort, Ind.—Fire of unknown origin recently badly damaged the roof of the heater shed of the Sims Milling Co.

Knox, Ind.—The H. W. Nicholls Feed & Grain Co. has leased the Kellam room and has put in a sales and display stock there.

Bedford, Ind.—Burglars carried a 1,200-lb. steel and concrete safe containing approximately \$200 from the Heise Bros. Feed Store during the night of Jan. 21.

Indianapolis, Ind.—New members recently enrolled in the Indiana Grain Dealers Ass'n are the Rice Grain Co., Metamora, O., the Chalmers Grain Co., Chalmers.—Fred K. Sale, sec'y.

Corydon, Ind.—The Harrison County Farm Buro Co-operative Ass'n has purchased the Corydon Grain Elevator from Alva H. Wiseman and has moved its store equipment to the new site.

Greencastle, Ind.—J. Frank Smith, recently of Cherokee, Ia., and Chicago, has purchased the Modest Feed & Grain Co. Mr. Smith has been engaged in the feed business for the last 25 years.

Versailles, Ind.—The Farmers Feed Store opened for business Jan. 21 and to acquaint the public with the custom grinding of the concern, feed was ground free there that day. Walter Prentice is proprietor of the store.

Walton, Ind.—The Walton Grain Co., managed by Wm. Bechdol, has moved its hardware and associated merchandise stocks into a new store building in the heart of Walton.

Montezuma, Ind.—The Montezuma Mill & Elvtr. Co. has been dissolved. This action has nothing to do with the Park County Farm Bureau which now owns the elevator and mill.

Lafayette, Ind.—George F. Smiler was appointed receiver for the Lafayette Milling Co. by Judge Fred N. Prass of superior court after it was reported the company had defaulted on a \$19,000 note dated in 1934 to the Fowler Bank Trust Co.

Indianapolis, Ind.—House Bill 64 introduced Jan. 12, is a bill prohibiting sale of merchandise or utility service at prices calculated to destroy competition; prohibiting rebates, and loss leaders; defining cost of production, vendors, etc.; fixing penalties.

New Palestine, Ind.—The New Palestine Grain Co. has contracted with Reliance Construction Co. for construction of a 30,000-bu., cribbed, iron-clad addition to its elevator, in which will be installed two legs with K. I. Willis Buckets, and a 6-bu. Richardson Automatic Shipping Scale.

Logansport, Ind.—The Logansport Elvtr. Co., managed by Charles W. Shuman, has installed a new 20-ton truck scale with type registering beam, and 8x24 ft. platform. Further improvements are contemplated for next summer, when the company expects to build a basement under its elevator and install a new corn sheller.

Bremen, Ind.—The Bremen Roller Mill, closed since being purchased at receiver's sale Jan. 9 by Robert E. Brewer of Spencer, Ind., was reopened recently by the new proprietor. Mr. Brewer learned the milling business in his father's mill at Tipton, and for the last five years was manager of the Stone Flour & Feed Mill at Spencer. The mill will be known as Brewer's Mill. A modern feed mixer will be installed as well as a dump for custom grinding, and the feed manufacturing department will be brought up to date at once according to Mr. Brewer. Flour and corn meal will also be milled. Since Bremen has two elevators, no attempt will be made to ship grain, he stated, all efforts being concentrated on the milling operations.

IOWA

Eddyville, Ia.—The Hoose Grain Co. installed a new corn sheller at its elevator recently.

Dysart, Ia.—Earl Raub has purchased a hammermill feed mill, to be used for custom grinding.

Victor, Ia.—Repairs on the E. S. Yiesley Elevator have been completed, J. C. Kintz doing the work.

Clarion, Ia.—The Farmers Elevators Managers met here the evening of Jan. 23 for a round-table discussion.

Ladora, Ia.—The Ladora Grain & Lumber Co. recently overhauled all equipment in its local elevator, J. C. Kintz doing the work.

Mediapolis, Ia.—The Wright Elvtr. Co. has purchased a new corn sheller and other equipment which is being installed by J. C. Kintz.

McGregor, Ia.—Iver Knutson, 94, died at Akron, after three weeks' illness. He was in the grain business in McGregor for 55 years. —L. A. G.

Whitten, Ia.—We just finished installing a new boot on our corn leg. The work was done by T. E. Ibberson Co.—L. L. Hauser, mgr., Geo. D. Mahie.

Corydon, Ia.—F. M. West, who has been in the grain and seed business for 40 years, has transacted more than two million dollars worth of business.—L. A. G.

Cedar Rapids, Ia.—Work has started on the corn processing plant being erected by Penick & Ford Co., for storage and manufacturing. The improvement will cost \$100,000.

Morrison, Ia.—The Farmers Co-operative Elvtr. Co. at its annual meeting recently reported a net profit of \$5,623 on the year's business. A 10 per cent dividend was declared.

Dixon, Ia.—The Dixon Co-operative Elvtr. Co. at its annual meeting voted a three per cent dividend to stockholders and patronage dividends of six per cent.

Glidden, Ia.—Richard O. Moorhouse, associated with his father, O. B. Moorhouse, in A. Moorhouse Co., was united in marriage Jan. 28, to Miss Thelma Louise Harrell of Fairfield, Ia.

Muscataine, Ia.—The slipping of a belt on an electric motor was blamed for a fire breaking out in the top of the McKee Feed & Grain Co. elevator Jan. 21. Two small drive belts were damaged.

Bradgate, Ia.—Bernard Jacobs, formerly with the West Bend Elvtr. Co., has accepted the position of manager of the Bradgate Co-operative Exchange. He entered upon his new duties Feb. 1.

Loan, Ia.—Adam Pratt has leased the B. M. Stoddard elevators and has assumed the management of the business. S. E. Stoultz, who has been employed at the elevators for several years, will continue there.

Remsen, Ia.—The Farmers Co-operative Elvtr. Co. at its annual meeting held recently declared a 4 per cent dividend on the capital stock and reported that the company during 1938 retired \$2,250 indebtedness.

Eagle Grove, Ia.—The Potgeter Grain Co. has completed installation of two new hammermills in a \$10,000 improvement program. The plant was rewired to enable it to carry this added electrical equipment.

Northwood, Ia.—Stockholders of the Farmers Elvtr. Co. of Northwood and the Northwood Shippers Ass'n held a joint annual meeting Jan. 28 which was attended by 300 persons. Directors whose terms expired were re-elected.

Des Moines, Ia.—Swift & Co. will erect a \$300,000 soybean oil mill here. C. T. Prindeville of the oil mill division of Swift & Co. said plans call for completion of the plant by Nov. 1, in time to begin processing the 1939 crop.

Cedar Rapids, Ia.—After sailing all around the Caribbean for the past month, S. W. Wilder returned to every day problems in his grain business with a coat of tan that would have delighted every member of Capt. Kidd's crew.

Dysart, Ia.—Grain dealers of Tama County gathered, recently, for a round-table discussion of business dealing with problems of the elevator men. H. C. Aschenbrenner, vice chairman of the county A.A.A. com'tee, addressed the group.

Galbraith (Lu Verne p.o.), Ia.—Bert Sankey, 46, of Irvington, who for the last 14 years had been manager of the local Kunz Grain Co. elevator, died Jan. 16 at a Rochester, Minn., hospital where he had undergone an operation for stomach ulcers.

Hinton, Ia.—The Hinton Farmers Co-operative Co. in 1938 handled 302,144 bus. of corn and rye; 119,901 bus. oats; 53,908 bus. barley; 4,010 bus. wheat. More than \$7,000 in profits will be prorated, according to report of O. D. Harrison, manager.—L. A. G.

Larchwood, Ia.—Dan Dykstra, who has operated a corn sheller and feed grinder here for several years, will move to Boyden, Ia., in the near future. He has sold his equipment to Richard De Baere and the Farmers Elvtr. Co. has purchased his residence.

Rock Rapids, Ia.—A seed cleaning and treating service will be inaugurated by the Farmers Elevator at George and the Farmers Co-operative Exchange at Rock Rapids, as a result of a conference with plant pathologists from Iowa State college.

Cedar Rapids, Ia.—Twenty veteran employees of the Quaker Oats Co., all of whom are being pensioned under the new annuity plan put into effect by the company for its employees, were honored Jan. 20 at a dinner and program sponsored by the Quaker Oats Athletic Ass'n.

Atlantic, Ia.—B. O. Beadle, 64, operator of the Atlantic Mill & Elvtr. Co. elevator, died at his home Jan. 27 following a long illness. Mr. Beadle purchased the mill and elevator in 1920. Since 1927 a son, Howard O. Beadle, has been associated with him in operating the mill.

Mt. Vernon, Ia.—The Leinbaugh Feed Mill has been opened for business. A new feed mill of 1,000 lbs. capacity has been installed, the basement cemented, galvanized fireproof siding applied to the building and a new roof put on it since Mr. Leinbaugh's purchase of the old Kirkpatrick feed mill last fall.

Oskaloosa, Ia.—Construction of an addition to the present J. H. Wake local feed store to cost \$6,000, is under way. The addition, 60 x 40 ft., will be used for display and storage of implements, and for feed and grain storage. The front of the addition will be in brick to correspond with the present building.

Popejoy, Ia.—Customers of White & Ackerman are marveling at the new 30-ton platform scale installed by the grain firm. The scales are all steel with concrete deck 9 x 34 feet, and automatically weigh any load up to 60,000 pounds, the weight, recorded on a large dial, visible both inside and outside, by the twist of a lever.—L. A. G.

Hepburn, Ia.—The Farmers Co-operative Exchange here has disposed of its elevator, scales, warehouse and other equipment and is being dissolved. The articles of incorporation, drawn up 20 years ago, have expired. The elevator was purchased by Leonard Poston; Ben Greenfield bought the warehouse and John Crain purchased the truck scale.

Otley, Ia.—Purl Van Hemert, manager, Farmer's Co-operative Elevator, reports the total volume of sales for 1938 at \$223,204.04, which is a 30% increase over 1937. During the year, the elevator was completely remodeled and modernized. It has a capacity of 20,000 bus. and during the past year has handled 51 cars of corn, 2 cars of oats, 5 of wheat and 3 of soy beans.—L. A. G.

KANSAS

El Dorado, Kan.—Deb Wallingford has been named manager of the Sam P. Wallingford Grain Corp.'s local office, succeeding J. B. Marshall.

The following Kansas grain companies recently installed new Howe Scales: Farmers Co-operative Ass'n, Canton; Rice Grain Co., Galva; Wall-Rogalsky Milling Co., Groveland.

Solomon Rapids, Kan.—The Mitchell County Farmers Union has installed a new Ersham Head Drive and new motors at its local elevator, taking out the gas engine. Ora Long did the work.

Muscotah, Kan.—The W. J. Lowe Grain Co., of Horton, Kan., has taken a lease on the building site along the Missouri Pacific Railroad and expects to build a 15,000-bu. elevator here this spring.

Lawrence, Kan.—The W. J. Small Co. (Neodesha) will enlarge its local plant. When the work here and proposed expansion at Kansas City is completed the company will have a capacity of 25,000 tons of alfalfa meal annually.

Satanta, Kan.—The Satanta Light Grain & Milling Co.'s elevator and office have been closed until such time as business will merit the owners reopening it. Don Rittenoure has been in charge of the business for several years.

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Turner, Kan.—A minor dust explosion in one of the small screenings bins occurred, recently, in the headhouse of Elevator A of the Santa Fe railroad, the 10,500,000-bu. house operated by the Davis-Noland-Merrill Grain Co. There was no fire, and it was not necessary to shut down the elevator as a result of the explosion.

McPherson, Kan.—The branch office operated here for the last four years by the Clay-Leahy Grain Co., has been taken over by Wolcott & Lincoln, Inc., of Kansas City, who have several branch offices in Kansas and Oklahoma. J. F. McElvain, who was in charge of the Clay-Leahy office, will be in charge under the new ownership.

Topeka, Kan.—House Bill 21 introduced Jan. 11 makes discrimination in price between commodities of like grade and quality unlawful. Provides for damages by aggrieved parties. Prohibits below-cost selling. Does not prohibit honest differentials or ordinary price changes. A bill introduced in the state legislature Jan. 21 provides for the licensing and regulation of itinerant truckers. The measure is supported by the Kansas Grain, Feed & Seed Dealers Ass'n and feed and grain dealers throughout Kansas are getting behind it.

Topeka, Kan.—House Bill No. 5, and its companion, Senate Bill No. 51—the Chain Store Tax Bill, as has been introduced in both houses would not include any place of business at which the principal business conducted is that of selling, storing or distributing petroleum, grain, or lumber products. House Bill No. 21, and its companion, Senate Bill No. 23—Anti-Price Discrimination Act—as introduced provide that the provision of the act shall not apply to agricultural products in process or exchange from the producer to the first purchaser, thereby, according to our understanding, would exempt country elevators in the purchase of grain.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Topeka, Kan.—The Kansas State Tax Commission has recommended to the legislature the need of laws fixing the situs of grain in storage for tax purposes, and to give the Tax Commission greater authority to examine books and records. In their recommendations they state that "A statute should be passed requiring the owner or operator of every elevator or warehouse in which grain is stored to file a report with the county assessor, on the first day of the assessing period, giving the amount and ownership of all grain stored in such elevator or warehouse." This, however, would be impossible, since the licensing of bonded warehousemen whose warehouse receipts are negotiable by virtue of their licenses, changes the ownership of grain in store merely by the endorsement of such warehouse receipt and without the warehouseman's knowledge. Thus he is not in a position to know who is the holder of his warehouse receipt nor does he know the equity that such holder may have in the grain covered thereby. When such grain is hedged, as is usually the case with stored grain, the complications of tracing ownership are further increased.—J. F. Moyer, sec'y Kansas Grain, Feed & Seed Dealers Ass'n.

KENTUCKY

Windstorms Jan. 4 damaged the property of D. B. Sutherland & Sons, Bloomfield, Ky., and Pembroke Roller Mills, Pembroke, Ky.

Lexington, Ky.—The Woolcott Flour Mills has been incorporated, capitalized at \$21,000. Incorporators were George E. Tomlinton; J. H. Wilcox; N. Rol Ratliff; Clifton Coons and W. H. Courtney.

Bardstown, Ky.—Conner, Hayden & Co., grain, coal and hardware dealers, held a farmers meeting and John Deere Day at the Crystal theatre Feb. 9 when free entertainment was furnished and movies shown.

Leitchfield, Ky.—G. M. Haycraft & Son, whose purchase of a new feed mixer was recently reported by the Journal, have added the manufacture of a pig meal and dairy feed to their products. Last year they began the manufacture of chicken growing and laying feed.

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MARYLAND

Baltimore, Md.—Plans have been filed for the erection here of a large new 200 x 70 ft. warehouse on Key Highway by George F. Obrecht Co., well known feed manufacturer. The company's mill, now housed at one of two of its Light St. establishments, will be moved to the new building. Additional machinery also will be installed.

MICHIGAN

Dutton, Mich.—The Dutton Sweet Feed Mill, closed for more than a year, has been purchased by Huttema Brothers and Neal Pastoor of Grand Rapids and has been reopened.

Ovid, Mich.—Smith & Son's Elevator was burglarized recently, and between \$4 and \$5 taken from the cash drawer. Entrance was gained through a rear window.

Bellevue, Mich.—The Bellevue Co-operative Elvtr. & Warehouse Co. has changed its name to Bellevue Co-operative Elvtr. Co. and will in the future operate along strictly co-operative lines.

Coral, Mich.—John Lavender, who has been manager of the Trufant (Mich.) Farm Buro for a number of years, will take charge of his own elevator here March 1, together with his son, Wayne.

New Baltimore, Mich.—Fred Weeks & Son, recent purchasers of the New Baltimore Elevator, took possession of the plant Jan. 11. They also own elevators and roller mills at Richmond and Memphis.

Fremont, Mich.—The Gerber Products Co. has announced the introduction of a new infant and children's dry cereal recently introduced at Fort Wayne, Ind. The new cereal is made of whole wheat flour, semolina, corn meal, wheat germ, malt, dried brewer's yeast, di-calcium phosphate, table salt and a soluble iron salt.

Owosso, Mich.—All elevators and food stores in Michigan co-operated in moving the big surplus of beans during "Eat More Beans Week," Feb. 2-9. L. W. Todd, president of the Michigan Bean Shippers Ass'n, estimated that of the 2,000-car surplus of beans in the state there were about 480 cars being held by farmers of Shiawassee County.

Rustford (Morley p. o.), Mich.—George Fountain, 25, was killed Feb. 2 when he became entangled in the shaft of the Fred Garbow grist mill here. It is believed he went to clean the grain elevator and his jacket became caught in the shaft of the mill. He was found, dead, by James F. Tate, who, entering the mill and hearing a noise, went to investigate and, seeing Fountain's body, turned off the power. Fountain had been employed at the mill for five weeks.

Lansing, Mich.—For the 46th midwinter meeting of the Michigan Bean Shippers Ass'n convention at Hotel Olds, Feb. 6 and 7, there were scheduled the following addresses: "Fireside Chat on the State of the Industry," by L. W. Todd, president of the Ass'n, on Tuesday, Feb. 7; discussion on "Progress Made and Benefits of Compulsory Inspection," led by Neil Bass; "Need for Compulsory Grading of Colored Beans," by Harry Dodd; discussion on "Wage and Hour Bill Exemptions," led by W. J. Orr, chairman of the Labor Relations Com'te.

Lansing, Mich.—Sale of the elevators of the Christian Breisch Corp. in Lansing, DeWitt and Laingsburg, has been authorized by Judge Charles H. Hayden of circuit court and the receiver of the firm has been instructed to convert all other property into cash as soon as possible without sacrifice as to price. The court accepted the following bids for the corporation's properties: \$5,400 for Lansing plant No. 1, submitted by F. A. Balderson; \$2,100 for DeWitt plant, submitted by Balderson; \$2,000 for Laingsburg plant, submitted by Stacy Wert. A bid of \$700 submitted by Young Bros. & Daley for Lansing plant No. 2 was ordered held in abeyance until Feb. 25, when, if no higher offer is obtained, it will be accepted.

Merrill, Mich.—The Michigan Bean Co.'s plant is being rushed to completion by the contractor, the Burrell Engineering & Construction Co. The new structure replaces the one destroyed by fire Oct. 14. The office of the elevator is of frame construction with asbestos shingle exterior and is 25 x 30 ft. Directly back of the office will be a 25 x 70 ft. single story warehouse to house feed, fertilizer, flour, hammer mill and feed mixer. The elevator proper, 28 x 40 ft., will

tower 75 ft. and will have a capacity of 25,000 bus. of grain; 12 x 12 inch pine beams support the cribbing bins. Back of the elevator proper will be a two-story bean room, 28 x 20 ft. The bean warehouse will be behind the bean room, a single story structure 28 x 50 ft. The receiving dock will be on the southside of the elevator. Machinery of the latest type will be installed, facilities for receiving and elevating 1,500 bus. of grain per hour at full capacity will be provided. The entire building will be covered outside and roofed with galvanized iron. The same personnel will operate the new elevator according to Richard Walsh, manager.

MINNESOTA

Truman, Minn.—The Farmers Elvtr. Co. has added a seed and feed house to its property at a cost of \$1,500.

Underwood, Minn.—A new attrition mill and a new hammer mill has been installed here by the P. H. Gust Elevators.

St. Paul, Minn.—House Bill 27, introduced Jan. 11, amends Stat. 1937, Section 6248-3 relating to discrimination in purchases of farm products.

Kenyon, Minn.—The Kenyon Farmers Mercantile & Elvtr. Co. declared a 6 per cent dividend on all outstanding common stock at its annual meeting held Jan. 17.

Holdingford, Minn.—The Holdingford flour and feed mill, which has been closed for some time, is being put into operation again by the Avon State Bank, owners of the property.

Minneapolis, Minn.—Cargill, Inc., has been named as one of the companies to represent the federal surplus commodity corporation in its deals with the United Kingdom-Ireland.

Foxhome, Minn.—P. H. Gust has moved two of his local elevators together to form one unit, covering both with galvanized iron siding and roofing. His third local elevator he has remodeled into a feed plant.

Winona, Minn.—The new storage annex of the Froedtert Grain & Malting Co. took in grain last Saturday. This group of twelve cylindrical tanks with five intertie bins has storage room for 750,000 bus. The annex was designed and constructed by the John S. Metcalf Co.

Minneapolis, Minn.—Cars sampled by the Chamber of Commerce sampling department during January numbered as follows: 2,803 cars of wheat; 683 cars corn; 567 cars oats; 1,981 cars barley; 414 cars rye; 89 cars flaxseed and 28 cars of screenings according to a report issued by the sec'y's office.

Owatonna, Minn.—M. C. Osman, who for more than seven years has been manager of the Osborne-McMillan elevator, at Barrett, has accepted a position as assistant manager of the farm service department of General Mills, Inc., and will have offices here, entering upon the duties of his new position on Feb. 15.

Fergus Falls, Minn.—Ben A. Jaenisch, who operates the Big Ben Feed Co., on Jan. 17 was awarded \$16,416 in his suit against the Fergus Jobbing Co. by an Ottertail County jury. Mr. Jaenisch lost his arm in a collision between his car and a truck owned by the jobbing firm. He alleged negligence on the part of the driver.

Minneapolis, Minn.—F. Carleton Smith, pioneer in the Minneapolis linseed trade and vice-pres. of the Minneapolis Linseed Oil Paint Co., retired from business Feb. 1, after 28 years active service in local linseed circles. He will devote his time to travel and will ultimately settle in Southern California. Mr. Smith started in business with the Armour Grain Co. in Chicago.

DULUTH LETTER

Ely Salyards, president of the Duluth Board of Trade, returned recently from Tucson, Ariz.—F. G. C.

The Duluth Grain Commission Merchants Ass'n, at its annual meeting, elected R. H. Tieze, F. B. Getchell, R. C. Sims, W. W. Bleacher and J. W. McCabe, directors to serve for the year 1939. The directors will shortly elect officers.

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SCOTTS, MICHIGAN Telephone 37-F2

Arthur E. Prudden, 83, is dead. Mr. Prudden first settled in Duluth in 1881 and entered the employ of Ward Ames, Sr., grain operator, then went with the Barnes-Ames Co., when formed, and worked for that concern until the company was dissolved.—F. G. C.

H. G. Cowan, Minneapolis, associated with Spencer Kellogg & Sons, Inc., was in Duluth, recently, in connection with the closing of the local office of Kellogg Grain & Elevator division of the company. The office furniture and records were removed to Minneapolis. The elevator plant at Superior, Wis., is cleaned out of grain and closed.—F. G. C.

Duluth, Minn.—Ely Salyards was elected president of the Duluth Board of Trade at the annual election, and G. H. Spencer was chosen vice-pres. Directors to serve three years are W. W. Bleacher, W. R. McCarthy and W. J. McCabe. F. B. Getchell was elected director for one year to fill out the unexpired term of C. C. Blair, resigned. H. Watson Wilson was elected a director to serve until 1941. Elected to the board of arbitration were J. R. McCarthy, A. G. Ryan and A. B. Starkey and on the board of appeals are R. A. Bissonnette, F. E. Lindahl, M. A. Sauter, W. F. Starkey and W. N. Totman.—F. G. C.

MISSOURI

Ozark, Mo.—The Hawkins Bros. Milling Co. plant, destroyed by fire Jan. 16, will be rebuilt this year.—P. J. P.

Joplin, Mo.—J. Mack Cook recently resigned as manager of the Marco Mill & Grain Co. The company has been in process of remodeling the plant of the old Brand-Dunwoody Milling Co.

Tarkio, Mo.—The Tarkio Elevator is being operated by Preston Cunningham on his own account since Feb. 1. Mr. Cunningham was formerly manager of the plant for the Dannen Grain & Milling Co.

California, Mo.—On Jan. 20 W. H. Schull, assignee of the Producers Grain & Exchange Co., paid a final dividend of 9 per cent upon general demands allowed against the estate and effects of that company.—P.J.P.

Fayette, Mo.—Fayette Co-operative Mill & Elvtr. Co. declared a 4 per cent dividend at its annual meeting held recently, the first time since 1929. Business for 1938 amounted to \$50,892.58 showing a net profit of \$1,792.88.—P. J. P.

Speed, Mo.—Ray Wallace has taken over the management of the Farmers Elvtr. Co. elevator, succeeding J. B. Bryan who resigned to give more time to his trucking business. Mr. Bryan had been manager of the elevator for eight years.

Ridgeway, Mo.—Charlie Nible, local grain dealer, was seriously injured recently when his forehead was crushed by a pulley falling from a corn elevator. At Bethany Hospital, where he was taken, surgeons removed scraps of metal from his brain. It is believed he will recover.

Cameron, Mo.—M. T. Scott, manager of the Cameron Co-operative Elevator, was host to a record crowd in Goodrich Auditorium recently when a comedy picture was presented free to all. Attendance was by complimentary ticket, preference being given farmers for choice seats for the show.—P. J. P.

Richmond, Mo.—The employees of the Ray-Carroll County Growers and their wives were entertained at a banquet held in the Women's Club recently. The dinner was prepared and served by Mrs. Letcher Kirkpatrick's team of the club and the guests numbered thirty. M. R. Miller, general manager of the company, was toastmaster. Short talks were made by H. M. Anderson, representative of the Grain Dealers National Mutual Fire Ins. Co.; R. G. Shutz, of Pillsbury Flour & Feed Mills of Atchison, Kan., and A. J. Loutch, business analyst of St. Louis Bank of Co-operatives. Ray-Carroll County Growers operate grain and feed elevators at Richmond, Hardin, Norborne, Carrollton, Wakenda and Floyd, Mo., and was organized in June, 1934.—P. J. P.

St. Louis, Mo.—J. Mack Cook, formerly manager of the Marco Mill & Grain Co. of Joplin, Mo., of which he was one of the organizers, is now associated with the Dannen Grain & Milling Co. and in charge of the local office, succeeding D. L. Dannen who has returned to St. Joseph, Mo., headquarters of the company.

KANSAS CITY LETTER

A. W. Nielson of Omaha has applied for membership in the Kansas City Board of Trade on transfer from L. L. Quinby, deceased. No consideration was involved.

John M. Flynn, local grain broker, is applicant for membership in the Kansas City Board of Trade on transfer from the late Walter H. Izard. Membership sold at \$3,750.

Fred W. Lake, vice pres. of the Continental Grain Co., and Mrs. Arline Purtell, were married Jan. 31.—P. J. P.

Rodney Milling Co. is expanding its laboratory to more than three times its former size. The laboratory will have one of the largest protein batteries of any mill in this section.

The house affairs com'te Feb. 3 killed the bill to move the state grain inspection department headquarters from the Board of Trade building in Kansas City, Mo., to Kansas City, Kan.

Edward F. Emmons, vice-pres. of the Simonds-Shields-Lonsdale Grain Co., was taken to St. Luke's Hospital following a heart attack Jan. 25. Mr. Emmons was president of the Kansas City Board of Trade last year.

The W. J. Small Co. is planning to triple the capacity of its dehydrating plant at Kansas City. The expansion program includes the construction of the largest dehydrating machine ever built, which will be installed in the local plant.

Hobart O. McVey, formerly pit man for Simonds-Shields-Lonsdale Grain Co., is now associated with George Aylsworth and the Great Western Elvtr. Co., recently formed Kansas City firm which purchased the interests of Kellogg Grain & Elvtr. Division. In recent months Mr. McVey had been operating as an independent broker.

The Newsome Millfeed Co. closed its local office Jan. 31. A. J. Gallagher, for the last 11 years the manager, has joined the Missouri Farmers Ass'n Grain & Feed Co. as head of its millfeed department. He formerly handled millfeed for many years in Minneapolis and for two years in Pittsburgh. Frank Farnan is the manager of the M. F. A. Grain & Feed Co. and James Vaughn is assistant manager.

NEBRASKA

Beatrice, Neb.—Robert Jark is now employed at the Black Bros. elevator.

Aurora, Neb.—The Aurora Elvtr. Co. declared a 5 per cent dividend at its 30th annual meeting, held Jan. 24.

Leigh, Neb.—The Farmers Co-operative Mercantile Co. has declared a four per cent interest dividend on stock.

Falls City, Neb.—The Falls City Milling Co. plant was badly damaged by fire of unknown origin the morning of Jan. 26.

Southerland, Neb.—The Farmers Union Elvtr. Co. has installed a 20-ton 34 ft. scale with self registering beam at its local elevator.

Holredge, Neb.—Irving Stone, employe at the Holdrege Roller Mills for 20 years, suffered a stroke while at work Jan. 25 and died after being removed to his home.

Bertrand, Neb.—The Yowell Grain Co. has installed a Blue Streak Hammer Mill in its elevator. A feed mixer will also be installed and the company will do a general grinding and mixing business.

Omaha, Neb.—The Omaha Grain Exchange celebrated its 35th anniversary Feb. 1. Three men, Nels B. Updike and J. W. Holmquist, charter members, and John A. Anderson, gate man, have been with the Exchange since the first day it opened.

Platte Center, Neb.—Mart Vanderheiden is busy salvaging the machinery from the wreckage of his mill that burned Nov. 11 and is getting ready to rebuild in the spring.

Columbus, Neb.—Henry Moersen, elevator foreman for the T. B. Hord Grain Co., underwent an emergency operation Jan. 21, necessitated by a severe hernia suffered that morning when opening a railroad grain car door.

Curtis, Neb.—The Curtis Mills elevator, property of the Crete Mills, was burned to the ground the morning of Jan. 20. The elevator was empty and had not been used for several years. Origin of the fire has not been determined.

Lincoln, Neb.—Negotiations by John C. Vanier, recent purchaser of the Gooch Milling & Elvtr. Co., with preferred shareholders, is practically completed, it has been announced, and consummation of the change-over is expected within the next few weeks.

Lincoln, Neb.—A bill has been introduced in the Legislature, LB 105, to provide that sellers of grain shall furnish the buyers signed written statements of amounts and names of holders of liens or mortgages on the grain and prohibit false representations.

Fremont, Neb.—Unless more soybeans can be purchased immediately from a radius within this territory, the Marr Soy Bean Processing plant will close down for the season within a few days according to Peter Marr, owner of the plant. He stated his first year has been an exceptionally successful one. He expects to operate his plant about 11 months next season, starting in August. After the plant closes a few men will be kept there to assist farmers with inoculating and planting seed. Soybean seed and inoculator will begin arriving at the plant soon for distribution at the mill and thru dealers. A supply of soybean meal will be kept on hand at the mill at all times. A series of 30 meetings will be held in the various towns in the Fremont trade territory between now and March 1 to explain soybean culture to the farmers of the territory.

NEW JERSEY

Newark, N. J.—C. J. Konecke, who recently resigned as sales manager of the Consumers Import Co., New York, is heading a feed brokerage business under his own name here.

North Bergen, N. J.—The S. Davis Co., wholesale feed distributors of Union, N. J., will move its office and plant from its present location on March 1 to Dell Avenue, North Bergen.

NEW YORK

Buffalo, N. Y.—Milton Wittig, formerly in the wheat department, International Milling Co., has joined the feed department of the Southwell Grain Co.

Potsdam, N. Y.—The Potsdam Feed & Coal Co., Inc., warehouse was damaged by fire Jan. 15, the blaze believed to have started from spontaneous ignition in bags.

Syracuse, N. Y.—The Syracuse Milling Co. ceased operating Jan. 1. The firm was engaged in the manufacture of feeds and A. M. Cook was president of the company.

Buffalo, N. Y.—The Muffitt Milling Corp., capital stock, 2,500 shares, will start operations here soon. The mill will grind whole wheat flour by the granulated process.

Buffalo, N. Y.—Firemen used 1,000 lbs. of dry ice in fighting a blaze in an outside bin of screenings at the Maritime Milling Co. plant. The fire did not penetrate the mill proper and damage was less than \$500.—G. E. T.

Hartfield, N. Y.—Fire, believed caused by an overheated stove in the office, caused damage at \$3000 to the Francis Feed Mill. Most of the damage was caused when the roof of the two-story frame building collapsed.—G. E. T.

NORTH DAKOTA

Grand Forks, N. D.—Flour grinding was resumed recently at the state mill here. O. T. Owen is manager of the plant, which was closed Dec. 21 for reorganization and inventory.

Verona, N. D.—Initial steps have been taken to establish a co-operative grain elevator here, J. F. Mitchell, manager of the Verona Farmers Co-operative Elvtr. Co., presided. Following organization, it is planned to buy an elevator already erected here.

STRATTON GRAIN CO.

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CHICAGO, ILL.

SPRINGFIELD, O.

ST. JOSEPH, MO.

NEW YORK, N. Y.

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Consignments and Future Orders Solicited

Bismarck, N. D.—House Bill 1, introduced Jan. 9, is an act to abolish the office of grain storage commissioner, and declaring an emergency. This bill has been passed by the house and passed on to the senate.

Fargo, N. D.—New members admitted to the Farmers Grain Dealers Ass'n of North Dakota recently are the Farmers Co-op. Elvtr. Co., Osnabrock; Farmers Union Elvtr. Co., Portland; Walsh County Seed Co., Park River.

Bismarck, N. D.—Establishments of work projects to enable farmers to repay seed and feed loans to the federal government is urged upon Congress in Senate Concurrent Resolution 31, introduced recently by Senators M. R. Young of LaMoore, R. A. Owings, Burke-Divide, and H. C. Guenther of Rolette.

Langdon, N. D.—Definite steps were taken toward establishing a co-operative elevator here at the special meeting of Cavalier County farmers held Jan. 25. Victor Sturlaugson, director of the Farm Security Administration activities in the county, presided. A temporary com'te was named to continue work of organization. On the com'te are Bert Welsh, Otto Dettler, N. J. Crockett, Sam Lorenz and Math Bisenius, all of Langdon.

OHIO

Hebron, O.—C. A. Pence recently purchased a Sidney Special Mixer.

Chickasaw, O.—The Chickasaw Milling Co. plant was damaged by high winds Jan. 9.

Bethesda, O.—The Howell Milling Co. recently opened a branch business here with James Wehr in charge.

Camden, O.—Farm Service Store recently bought a ton Kwix-Mix Mixer, product of the Sidney Grain Machinery Co.

Wren, O.—The Athena Elvtr. Co. has installed a new mixer and hammermill and has built a new loading platform at its local elevator.

Willard, O.—Harris E. Buckingham died Jan. 17 in the Willard Municipal Hospital. He was the proprietor of the Buckingham Elvtr., Coal & Supply Co.

Toledo, O.—Much enjoyment is received each week by all members of the Toledo Board of Trade Bowling League. Eight teams, representing the various grains, comprise the league.

Columbus, O.—The Ohio Farm Buro Co-op. Ass'n has installed at its Columbus plant an All-in-One Cutter, Grader and Dust Collector, purchased from the Sidney Grain Machinery Co., together with other equipment including a dust collector, magnetic separator, stand of elevators and Sidney Kwix-Mix Mixer.

Columbus, O.—John H. Motz was re-elected president of the Ohio Grain Dealers Ass'n Mutual Fire Insurance Co. Other officers remained are S. L. Rice, vice-pres.; E. C. Eikenberry, sec'y and treas.; J. W. Huntington, ass'n sec'y, treas., and manager. Directors re-elected are S. L. Rice, Toledo; Charles B. Krohn, Ney, O.; L. R. Watts, London, O.

Watson, O.—I am planning to open the elevator at Watson March 1 under the name "Riedel Elevator." During the next year I plan to install feed grinding and mixing equipment. I will carry a full line of feeds, fertilizers, coal, etc.—V. A. Riedel, R. F. D. No. 3, Sycamore, O. Mr. Riedel for five years was manager of the Plankton Elevator, a Sneath-Cunningham Co. branch, and for the last year was manager for Hugh Davis.

Bellville, O.—The B. C. & S. Elvtr. Co. has installed new machinery and equipment and made other changes and improvements at the elevator, formerly the John D. Shafer Elevator. A new hammer mill, corn sheller and feed mixer, operated by a 50-h.p. motor, have been installed. In addition to grinding and mixing feed, the company will carry a full line of feeds, buy and sell grains and seeds, handle flour, coal, lime, cement, fencing, tile, brick, builders supplies and fertilizers. Ivan F. Calame, one of the new owners, who for five years was field man in Marshallville, his former home, will continue in that capacity with his own company; A. R. Brillhart, another partner, will manage the plant; he was connected with the Equity Co. for twelve years; O. E. Stein, the third partner, will have charge of the feed grinding and mixing, work in which he is fully experienced. Paul Kilgore, who for several years was employed by the late John D. Shafer, has been retained in the new firm's employ.

OKLAHOMA

Council Hill, Okla.—A. J. Rice will enlarge his feed mill this year, adding a molasses cold mixing machine.

Eufaula, Okla.—The Holbird Feed & Fuel Co. elevator with 8,000 bus. of grain was destroyed by fire Jan. 16, at a loss of \$20,000.

Woodward, Okla.—We are moving the office from Panhandle, Tex., to Woodward, Okla., due to additional interests in Oklahoma, and will continue to operate the grain elevators of Texas from this city.—Gwynn-Render Grain Co., F. A. Render.

Vici, Okla.—C. O. Adair and Keith Jones are building a new 100 bbl. mill here. Mr. Adair has been in the milling business for many years. Mr. Jones is new to the business, having been employed in the local post office for many months previous to entering upon this new venture.

Purcell, Okla.—The Robertson Mill & Elevator, owned and operated here for many years by the Robertson family, has been sold to W. W. Ellis, local grain dealer and cotton buyer, who has taken charge of the mill and elevator. He stated he will continue the same types of service furnished by the firm in the past, which includes feed grinding of all kinds and the carrying of all kinds of feed.

Perry, Okla.—The Farmers Grain & Supply Co. has been opened and Paul Oliver, manager, announced facilities will be arranged for by harvest time to store more than 120,000 bus. of wheat. The new organization will rehabilitate the storage tanks formerly used by the Perry Milling Co., which have been standing idle for the last several years. These tanks will accommodate 90,000 bus. when reconditioned and the additional 30,000 bus. of grain may be stored in the company's Delaware St. elevator and the Gansel Switch elevator west of Perry. The new company replaces the present Stillwater Milling Co. that has been in operation on Delaware St. during the past years, and while it will be under that firm's sponsorship, it will be operated wholly as a Perry trade territory farming unit. George Murch is elevator superintendent. A hammer mill is at present in operation at the elevator and within the next few months custom grinding will be established. A wholesale and retail truck jobbing line will be instituted.

PACIFIC NORTHWEST

Weston, Ida.—H. R. Weston of Logan, Utah, has purchased the Weston Flour Mill which was formerly owned and operated by the O. P. Skaggs Co. and O. A. Michaelis.

Pasco, Wash.—E. S. Johnston has bought out the Pasco interests of the Frank Hurst Grain Co. Mr. Johnston has been manager of the office here and will continue in that capacity as the new owner.

Olympia, Wash.—Among the bills to be introduced before the 1939 legislature is an amendment to a law to exempt processed grains and fruits from assessment while in transit or in warehouses.

Tacoma, Wash.—R. W. Parker has taken over the Dennet Milling Co.

Salem, Ore.—The Oregon Feed Dealers Ass'n at its January meeting set the month of May for its annual convention, the exact dates to be named later by the ass'n's president, E. H. Bingenheimer.

Waitsburg, Wash.—N. B. Atkinson, proprietor of the Atkinson Feed & Fuel Co., recently celebrated his 80th birthday anniversary, a number of friends gathering at his home to commemorate the occasion.

Culdesac, Ida.—Lewiston Grain Growers, Inc., has let the contract for its new \$30,000 elevator to be built here to W. J. Morrell. Work has already been started. All modern machinery and equipment will be installed.

Spokane, Wash.—H. M. Wilbanks, for 15 years connected with the Wenatchee plant of the Centennial Flouring Mills Co., has been appointed manager for the company's local plant, succeeding J. Cleve Laswell, promoted to the company's Seattle mills.

Davenport, Wash.—The Grange Milling Co. will install a complete laboratory in the mill office for testing wheat and flour. The mill office is being remodeled for the purpose. William Shanks will be in charge of the laboratory when it is completed.

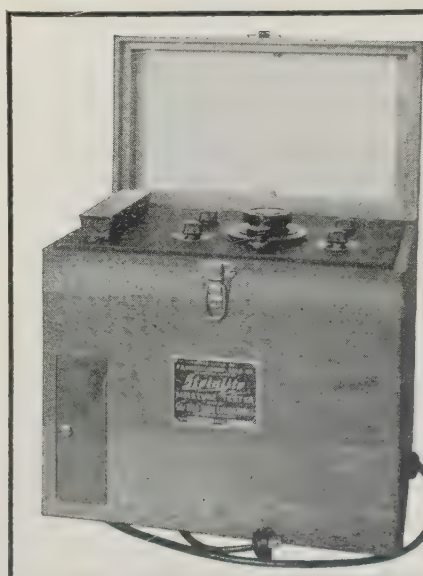
Eugene, Ore.—Fire at the Willis H. Small Feed Co. Jan. 18 did considerable damage to the plant's office, as well as some to the plant and building. Mr. Small, the owner, stated that business would not be halted, however. The loss was estimated at \$3,500.

Wenatchee, Wash.—Nelson J. Larimer, trading as N. J. Larimer & Co., has been sentenced to imprisonment in the state penitentiary for a period of not over 15 years for grand larceny. He had confessed that he had lost customers' funds in speculation. A preliminary examination of Larimer's books revealed an approximate shortage of \$40,000, of which amount \$4,308 belonged to customers who had been dealing in futures.

Davenport, Wash.—Bian Smith, former manager of the Davenport Union Warehouse Co., was arrested, Jan. 16, on a warrant charging him with grand larceny. The complaint charges that on May 13, 1938, he appropriated \$2,500 belonging to the Warehouse Co., and a second complaint filed charges a similar action involving \$2,750 on Oct. 12, 1937. He resigned his position with the company last fall. H. W. Ruark, former Spokane mining stock salesman, was arrested in Los Angeles on a complaint of the Warehouse Co. which alleges he assisted Smith in appropriating this money.

PORTLAND LETTER

Portland, Ore.—Otto Johnson, manager of the Crown Mills, retired Feb. 1 after being with the mills for the past 26 years. Prior to that he was with the Pacific Elvtr. Co. He has served, also, as president of the North Pacific Millers Ass'n. A. M. Chrystall, head of the grain department of Balfour, Guthrie & Co., will succeed him. Mr. Chrystall will continue as manager of the grain department, directing all grain purchases and sales, in addition to his new duties as manager of the Crown Mills.



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CHICAGO, ILLINOIS

Strong-Scott Mfg. Co., Minneapolis
Northwestern Agents

Stanley E. Semple was re-elected manager of Portland Merchants Exchange, which he has headed for 6½ years.—F. K. H.

W. L. Williams was elected president of the Portland Merchants Exchange at the annual meeting of the board of directors, R. McGee was elected vice-pres., and Lew Williams sec'y-treas. Stanley Semple was re-elected manager.

Portland, Ore.—Balfour, Guthrie & Co., Kerr Gifford & Co., and Archer-Daniels-Midland Co. of Portland have been appointed by the federal surplus commodity corporation exclusive selling agents in Shanghai, China, for wheat to move out of the Pacific Northwest. These three firms will issue offers to the Chinese trade, subject to government confirmation of sales, and do the shipping to their respective representatives in China.

The two linseed oil mills here are again offering contracts to flaxseed growers in the north-west along the same lines as in previous years, for all the seed produced in the territory. This year, however, the buying price will be based on a fixed premium over the Minneapolis current option. Flax fares much better this year under the soil conservation program, and is not counted as soil-depleting when grown in combination with legume or grass seedings.—F. K. H.

PENNSYLVANIA

Erie, Pa.—The Nickel Plate Mills reported damage sustained by high winds Jan. 6.

Bethlehem, Pa.—The Fritch Milling Co. plant was totally destroyed by fire of undetermined origin Jan. 19.

Pottstown, Pa.—The Sunshine Feed Stores, Ft. Wayne, Ind., have installed a large capacity hammer mill in their local store.

Carlisle, Pa.—Paul Sunday, owner of a grain and feed plant at Middlesex, has purchased the business of the late William Barnitz.

Mercersburg, Pa.—The Sunshine Feed Stores, who bot the local plant of the Farmers Grain & Feed Co., held open house in the plant recently. The new unit is off to a good start.

Philadelphia, Pa.—Louis G. Graff was re-elected president of the Commercial Exchange of Philadelphia at the annual election Jan. 24, for the ninth consecutive term. Philip R. Markley was re-elected vice-pres.; Raymond J. Barnes was elected treasurer. Directors chosen were Alfred J. Ball, S. Gartland Horan, John W. Hewitt, L. R. Holmes, W. F. Hyland and Monroe A. Smith.

SOUTH DAKOTA

Revillo, S. D.—Shareholders of the Farmers Elevator held a business meeting recently to make plans for reopening the elevator in the near future.

SOUTHEAST

Atlanta, Ga.—Fire at the Georgia Flour Co. recently caused a \$10,000 loss to stock and machinery.

Statesville, N. C.—The Southern States Co-operative will build a \$50,000 feed plant here, to serve North Carolina.

Radford, Va.—Robert B. Harvey, owner of the West End Milling Co., has leased the mill for three years to Ed Amos of Roanoke.

Baltimore, N. C.—An insecticide plant costing between \$15,000 and \$20,000 will be built here by Southern States Co-operative.

Richmond, Va.—The Southern States Co-operative board of directors at its quarterly meeting held here Feb. 1, planned a \$90,000 construction program of new plants and improvements on an old one.

Montgomery, Ala.—Young's Feed & Supply Co. opened recently in Montgomery. L. C. Young, Jr., is president of the new firm and Walter S. Buford is sec'y-treas. J. C. Eagerton, Jr., is also associated with the business.

TENNESSEE

Memphis, Tenn.—At the luncheon given celebrating the induction into office of the newly elected president of the Memphis Merchants Exchange, E. E. Clarke, and other officials, Jan. 21, 17 former presidents of the Exchange were present as guests. The 22 living former presidents had been invited, but three of the oldest were unable to attend and two others were absent from the city. The exchange was organized in 1882.

Knoxville, Tenn.—Security Mills sold the largest tonnage of manufactured feed last year since 1932 and looks forward to 1939 as a still bigger business year, Ben A. Morton, president, announced at the annual business session of Security Mills and the Security Feed & Seed Co. held here Jan. 13 and 14 at Hotel Farragut. Representatives and division sales managers of Security Mills, and warehouse managers of Security Feed & Seed Co. from Tennessee, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama and Kentucky were in attendance.

TEXAS

Galveston, Tex.—The Texas Star Flour Mills is expanding its operations to enter production of corn meal, pancake flour, cereals and other flour products in packages.

Gainesville, Tex.—Virgil Keel, an inspector for the state department of agriculture and long identified with the grain trade, is at his home, ill as the result of a heart attack. He had been confined for several weeks in a Fort Worth hospital.

Fort Worth, Tex.—A hearing was held Jan. 26 before Glenn Smith, referee and special master, federal court of the northern district of Texas, on a plan for re-organization of the Fort Worth Elvtrs. & Warehousing Co. filed by W. W. Manning, trustee.

Austin, Tex.—A. J. Wylie, recently appointed private sec'y to Governor O'Daniel, has resigned his position, reportedly because he had been unable to adjust his business affairs so he might continue in that capacity. He formerly was sales manager with Scott Bros. Grain Co. and later sales manager of W. Lee O'Daniel Flour Co.

Fort Worth, Tex.—Governor O'Daniel's transaction tax is utterly impractical and decidedly discriminatory against every citizen of the state. It will serve to not only deprive industry from the state and prevent new industry from entering the state but will have the effect of completely eliminating every jobber, wholesale merchant, and broker doing business in the state at present, and also place every manufacturer at a distinct disadvantage in competing with manufacturers in other states who can and will sell their products in Texas. This transaction tax is much more discriminatory than a retail sales tax would be, and also would amount in many cases to as much as six transaction taxes on one article, or a total tax of 9.6%, while no other state, so far as I know, has a larger sales tax than 3%.—G. E. Blewett, sec-treas. Texas Grain & Feed Dealers Ass'n.

WISCONSIN

Rome, Wis.—L. C. Notbohm has installed additional equipment in his custom feed mill for the shelling of corn.—H. C. B.

Clayton, Wis.—The Apple River Mill Co. installed a hammermill recently.

Spring Valley, Wis.—The Valley Elvtr. Co. has installed a new vertical feed mixer.

Fennimore, Wis.—E. J. Brechler has been elected president of the Fennimore Farmers Warehouse Co. F. E. Parker is secretary and manager.—H. C. B.

New Richmond, Wis.—New Richmond Roller Mills Co. has changed its name to Doughboy Mills, Inc., and increased its number of directors from five to six.

Milwaukee, Wis.—The rate of interest for the month of February, 1939, has been determined by the Finance Com'te of the Milwaukee Grain & Stock Exchange at 5%.

Silver Lake, Wis.—Fire starting from an overheated motor destroyed the Albert Smith grist mill here with a loss estimated at \$4,000, partly covered by insurance.—H. C. B.

Slinger, Wis.—Joseph Rosenheimer, 79, operator of a grain elevator here for many years, died Jan. 9. A son, Alex, is now operating the elevator with Oscar Zwald.—H. C. B.

Manitowoc, Wis.—C. C. Blair, with the Bartlett-Frazier Co. in an executive position, has resigned to take a post in the wheat section of the Federal Surplus Commodities Corp. at Washington.—H. C. B.

Brandon, Wis.—Perry Buteyn has been appointed manager of the Farmers Elevator, succeeding L. B. Halsey, resigned. He was formerly the feed mill operator there. Otto Winterheck is now in charge of the feed mill.

Madison, Wis.—A bill to enact a state wage-hour law as supplement to the federal wage-hour law was introduced in the Wisconsin assembly. The bill would affect Wisconsin workers who are not engaged in interstate labor, excluding executives, professional workers and domestic and agricultural workers.

Superior, Wis.—Under terms of the agreement for the purchase of the Standard Milling Co. properties here by the city and county, reported in the last issue of the Journal, the right to raze the Listman mill was given the city, but the Daisy mill, which has its machinery intact, will not be demolished.—H. C. B.

Sturgeon Bay, Wis.—In the report of an unfortunate accident in which William Bushman was the victim, it was stated he was manager of the New Richmond Roller Mills Elevator and Feed Mill here. Edward C. Schwartz is manager of the plant. Mr. Bushman is not and has not been connected with the company.

Milwaukee, Wis.—Gov. Julius P. Heil, a director of the Froedtert Grain & Malting Co., addressed sales representatives of the firm at the conclusion of its annual business convention Jan. 21. Other speakers included Walter A. Teipel, president of the company, and Patrick F. Buckley, Chicago, chairman of the board.—H. C. B.



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CHICAGO, ILLINOIS

Osceola, Wis.—Fire of unknown origin badly damaged the building, stock of feed and the machinery of the Corey Feed Mill recently. The loss is partially covered by insurance.

Milwaukee, Wis.—John L. Bowlus, transportation department manager for the Exchange, was in Washington Feb. 2 and 3 attending the I.C.C. hearing in the transit case brought by the Milwaukee Exchange.

Marshfield, Wis.—C. J. Sparr, 62, a salesman for the Marshfield Milling Co., died Jan. 21 at his home in this city. Mr. Sparr organized the Sparr Cereal Co. here in 1909, selling out about 18 years ago to the Marshfield Milling Co.—H. C. B.

Reedsville, Wis.—Edward J. Reinemann, 58, prominent grain merchant and civic leader, died Jan. 16. Mr. Reinemann, son of one of the pioneer grain buyers and dealers in Manitowoc County, became manager of the Northern Grain Co. elevator at Dale, Wis., in 1902. In 1906 he became manager of the Cargill Grain Co. elevator at New Holstein and in 1908 took over his father's business, which has been extended to Cato and Grimms. A son, Clifford, has been associated with his father in the firm of Edward Reinemann & Son.—H. C. B.

A series of ten meetings was held at various points in the eastern section of Wisconsin recently, conducted by two representatives of the college of Agriculture at Madison, one from the federal supervision office at Chicago, and E. Zarwell, grain inspector for the Milwaukee Grain & Stock Exchange, the purpose, to encourage the use of the proper types of barley for seed. Meetings at each point were arranged by the county agent and were well attended. Mr. Zarwell explained in detail how barley is inspected at Milwaukee. More of these meetings are planned for the near future.

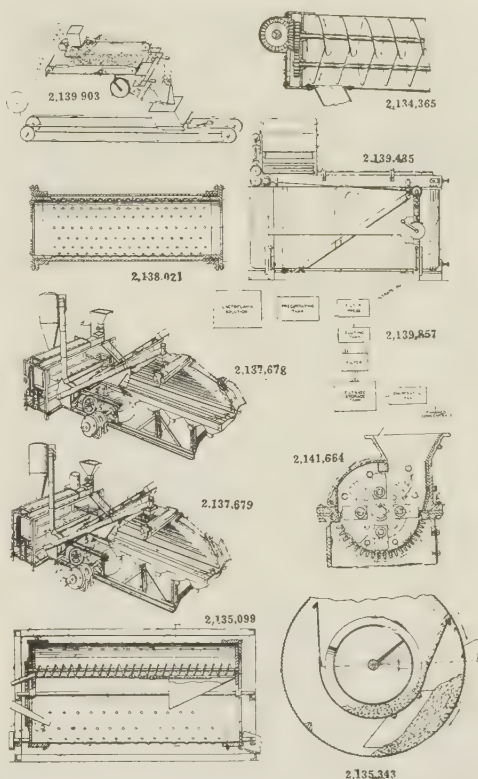
Allenton, Wis.—The Farmers Elevator Co. has completed the remodeling of its elevator. Adjoining the old structure now stands one of the most modern and best arranged feed mills, 18 x 20 ft., basement and two stories. In the planning of the building many of the ideas of C. L. Endlich, pres. and elevator manager, were incorporated. In the building are three units, a 24-inch attrition mill, a one-ton triple-action horizontal mixer, and a molasses mixer. Individual electric motors furnish the power required for the various units, each motor controlled from the main floor by a series of cut-out switches. In the upper floor of the building there are nine bins, arranged so that the contents can be spouted into any desired machine by means of control cables.

Patents Granted

[Since last published in the Journal]

2,139,435. Grain Cleaner. Wilfred A. S. Beattie, Makaroff, Man. A grain cleaning machine comprising a transversely inclined traveller in the form of an endless apron having a nap surface, stringers disposed transversely to the path of travel of apron, an obliquely disposed nap restoring roller operated by a common source of power in rotatable engagement with traveller.

2,137,678. Seed Separator. Henry M. Sutton and Edwin G. Steele, Dallas, Tex.—In apparatus for separating good seed from bad seed which are capable of retaining an artificial covering of comminuted material, the combination of a gravity separating table having an inclined pervious deck, means for reciprocating said deck, means for maintaining a uniform upward pressure of air through said deck, separate means for retaining comminuted material and a mixture of seeds, a mixing trough, a liquid container for supplying predetermined quantities of liquid to said mixing trough, means for transferring the mixture of seeds and comminuted material from said mixing trough to the receiving point of said deck, and means for delivering a current of air in a horizontal direction and opposed to the forward movement of the mixture on the deck to repel movement of the mixture according to its specific gravity, means for collecting the thus separated seed, and means for withdrawing from said deck the surplus comminuted material and for drying and returning same to its retaining means.



2,141,664. Grinder. Stanley F. Ossing, Columbus, O., assignor to the Jeffrey Mfg. Co. In a grinder, the combination with a split casing formed by complementary top and bottom sections, of a rotor in said casing, a grating forming the bottom of a reducing chamber and comprising axially extending bars which are spaced apart progressively increasing amounts, removable bars carried by bottom section and resting on opposite ends of grating to hold it in place, means on top section having bearing contact with bars, and means for removably clamping top and bottom sections together, thereby clamping bars in grid holding position.

2,139,857. Preparing Lactoflavin Concentrates. Howard F. Seibert, Cleveland, O., assignor to S. M. A. Corporation, Jersey City, N. J. The process of preparing lactoflavin concentrates which comprises introducing a soluble lead salt in a solution containing lactoflavin, passing hydrogen sulphide thru the solution to form a precipitate, filtering to provide a filter cake containing the adsorbed lactoflavin, heating a suspension of the filter cake containing the adsorbed lactoflavin in a solvent for the lactoflavin, removing the filter cake from the solution, and evaporating at least a portion of the solvent to obtain the lactoflavin concentrate.

2,138,021. Seed Separator. Carl S. Brye, Minnewaukan, N. D. A cylinder, bearing sleeves mounted on the cylinder at the ends thereof to contact a supporting means and including flanges having screw threaded openings, a separator cylinder having beveled ends received in the first named cylinder, annular heads having beveled ends to engage the beveled ends of separator cylinder, flanges formed on the heads and arranged exteriorly of the first named cylinder and paralleling the flanges of sleeves, and stud bolts extending thru the flanges of the heads and threaded in the screw threaded opening of the flanges of bearing sleeves.

2,138,177. Animal Food. Earl Kruger and Walter M. Kendall, Portland, Ore., assignors to Kendall Dog Food Co., Portland. The food-stuff comprises approximately 15 per cent comminuted dry-rendered baked meat reduced approximately to $\frac{1}{4}$ of its original bulk, baked biscuit material approximately 60 per cent and the remainder including a dry cereal, the whole intermixed with a small quantity of viscous edible oil having anti-rachitic properties, said oil being intimately interspersed thruout including a plurality of forms, each form having a meat content, each of said forms being fluffy and easily digestible, said forms being proportioned relatively to each other to produce a predetermined meat ratio therein, one form containing a very small amount of meat and another a very large amount of meat.

2,134,365. Grain Elevator Mechanism. Wm. A. Hale, Peoria, Ill. A grain elevator including a casing of substantially elliptical cross-section, a pair of equal parallel conventional screw conveyors presenting respectively right and left helical blades disposed with their said blades partially overlapped and substantially in contact with each other for preventing grain from becoming disposed between said overlapped portions of said blades, said casing presenting opposed arcuate walls snugly embracing the peripheral edges of said conveyors, and mechanism for actuating said conveyors in unison in respectively opposite directions at equal speed.

2,135,343. Grain Separator. Harry I. Johnson, Minneapolis, Minn.—In a grain separating machine, a rotatable, pocketed separating cylinder for separating grain from a grain body moving longitudinally therethru, a trough for receiving grain elevated by the pockets when the cylinder is rotated, and a series of obliquely disposed normally stationary flights disposed in the cylinder below the trough and for projecting downwardly into said grain body, said flights each being disposed at an angle presenting a forward face inclined in the direction of progress of grain axially in the cylinder whereby such forward face will receive a return flow of unelevated grain and advance it forwardly in the cylinder, said flights having their lower edges spaced from the cylinder surface sufficiently so as not to interfere with the grain layer being elevated thereby.

2,139,903. Automatic Weighing Device. Alfred Edwin Mason and Ira R. Sigman, San Francisco, Cal.—A volume conveyor and a dribble conveyor arranged and adapted to respectively carry and discharge a relatively large and relatively small amount of material therefrom, a weigh hopper positioned to receive material from the discharge openings of the volume and dribble hoppers, the weigh hopper being provided with a discharge opening and closure therefor, power means arranged for simultaneously and separately actuating the conveyors, the closures of the volume and dribble hoppers being normally open and the weigh hopper closure being normally closed when both conveyors are actuated to carry and discharge material therefrom, means actuated by the weight of material in the weigh hopper for stopping the volume conveyor and for moving the volume hopper closure to the closed position.

2,135,099. Feed for Grain Separators. Carl S. Brye, Minnewaukan, N. D. A seed separator having a horizontally disposed rotatable separator unit having head and discharge ends and including a feed means at the head end of said unit for material to be classified, and a discharge means at the discharge end of said unit for discharging certain classified material; a feed mechanism operating in said unit to receive and convey therefrom material of a selected character and comprising a horizontally disposed trough having a feed conveyor operable therein for feeding material therethru, said trough fashioned with a discharge port in the floor thereof adjacent the discharge end of said unit, a closure slidably mounted on said trough floor for regulating the size of said port, a subjacent chute secured to said trough adjacent the discharge end of said unit and underlying said port for receiving material discharged therethru.

2,137,679. Separating Seeds. Henry M. Sutton and Edwin G. Steele, Dallas, Tex.—A process of continuously separating a mixed mass of bad mucilaginous from good non-mucilaginous seeds, characterized by initially subjecting the mass to the action of a moistening agent and in continuously associating therewith predetermined quantities of dry, comminuted material thus changing the specific gravity of such bad seed only, and finally depositing the mixture upon a drying and separating support which prevents any of seed passing therethru comprising a perforate plane so disposed that all the particles resting loosely thereon will be drawn in one direction by gravitational force, in simultaneously subjecting the mass to the effects of a cushion of air emanating from a source below said plane and to a force acting in a direction to intersect the cushion of air tending to cause the heavier of said seed to move in a direction other than that resulting from said gravitational force, in continuously removing from one zone of said support, the uncoated seed and from another zone the coated seed and in continuously withdrawing by suction, superfluous comminuted material at the receiving point of said plane for return to its source.

Field Seeds

Rockingham, N. C.—Don Sidberry will open a new seed and feed store soon.

Manilla, Ia.—B. R. McMahon opened a new seed, feed and farm supply store Feb. 1.

Plano, Tex.—A seed feed and poultry supply store will be opened soon by A. A. Goodson in a new building now under construction.

Irvine, Ky.—Seeds, feeds and a general line of farm merchandise will be carried in stock at a new store opened by Norman Rice.

Seattle, Wash.—John H. Gooch, of Gooch's Pet & Seed Store, has leased new quarters for his retail business in the uptown retail district.

Sheboygan, Wis.—The Mayr Feed & Seed Store is sponsoring the Sheboygan Harmony Boys each Sunday at 12:30 p. m. over WHBL.—H. C. B.

Council Bluffs, Ia.—The Earl E. May Seed Co. opened its new seed store Jan. 21, its advertisement calling attention also to coffee and fresh fish on sale.

Shenandoah, Ia.—Earl E. May Seed Co. has opened branch stores at Boone, Waterloo, Sioux City, Marshalltown and Ottumwa, in addition to 16 stores already open at Iowa and Nebraska points.

Ames, Iowa—Fire damaged the Ed Coe Seed Store here Jan. 29. Damage was estimated at \$3,500, about \$2,000 to the building, the remainder to stocks of hybrid seed corn and other field seeds in the structure.

Hawarden, Ia.—Our sales for the year 1938 exceeded those of any other year we have been in business, and as indicated by our sales for January, the year 1939 sales will be even greater.—Northwest Iowa Seed Co.

Austin, Tex.—The Texas Certified Seed Breeders Ass'n and the State Seed & Plant Board held their 19th annual meeting here Jan. 20-21. The chemurgic program for industrial use of farm products received a leading place on the program.

Logansport, Ind.—Lawrence A. Huffman, and Plant Energy, Inc., were called to a hearing before the Federal Trade Commission in Urbana, Ill., on charges of alleged unfair competition in the sale of compounds for stimulating the growth of plants.

East Lansing, Mich.—Over 9,000 bushels of the new Michelite bean, developed by E. E. Downs, plant breeder at the Michigan State College farm crops department, will be distributed to Michigan farmers this year. The Michelite bean (name chosen to mean Michigan's best) is declared to be superior to all others in cooking quality. It yields well, matures uniformly, and has a whiter coat.

Shenandoah, Ia.—Henry Field Seed Co. has opened a retail seed store in Perry in addition to stores now operated at Des Moines, Iowa Falls, Council Bluffs and Fort Dodge. Additional stores will be opened soon in Omaha, Denison, Sioux City and Lincoln.

Manhattan, Kan.—Dr. John H. Parker, for 21 years an instructor in crop improvement at Kansas State College, resigned Jan. 31 to devote full time to directing the Kansas Wheat Improvement Ass'n. He has purchased a 9-acre tract of land for the ass'n, which will be used as a master test plot in improving Kansas wheat.—P. J. B.

Davenport, Ia.—Bruns Seed Co. has re-entered the retail seeds field with re-purchase of the store sold to the Maxwell Seed Co. in 1936 by the Davenport Seed Co., wholesale seed house operated by the Bruns brothers. Karl Grysting will manage the retail division. The store is being completely remodeled to suit the Bruns merchandising plans.

Ames, Ia.—Seven traveling trophies, nine permanent county trophies, and \$1,200 in cash prizes will be awarded top rating exhibitors in the annual Corn & Small Grain Show which will be a part of Farm & Home Week at Iowa State College, Feb. 13-17. Corn entries, except in the hybrid corn classes, will be divided into four sectional groups. A total of 500 cash prizes will be awarded.

New York, N. Y., Feb. 4.—Business activity has leveled off in the first three weeks of January, according to the Conference Board Business Survey just issued here. In this review of recent developments in the general business picture, it is brought out that industrial operations advanced rapidly from May to December, then eased off in many industries, and now appear to be promising for the immediate future.

Little Rock, Ark.—Movement of lespedeza seed into Arkansas since Dec. 1 has been extremely heavy. Inspectors of the Board have sampled 261,000 pounds, an amount far in excess of any preceding period. Heavy movement is explained by the very low price due to the heavy crop, the Government Soil Conservation Program and the trend to live stock farming. Most of the seed is coming in from Tennessee, with a considerable movement from Missouri. There is also a considerable volume of Arkansas grown seed (the government reported 20,000 acres harvested in Arkansas) but most of this is being planted by the farmers themselves and is not on the commercial market, according to the State Plant Board.

Madison, Wis.—The state department of agriculture has issued an order effective Feb. 16 governing the labeling of legume seeds to provide that white sweet clover seed containing from two to five per cent of mottled seed shall be labeled in respect to purity and that seed containing more than five per cent of mottled seed must be labeled "sweet clover" and not "white sweet clover." The rules also provide that legume seeds containing "hard" seeds shall be labeled with the actual germination, the percentage of "hard" seeds, and the calendar month and year the test was completed to determine such percentages, which test shall have been completed not more than five months, exclusive of the calendar month in which the test was completed, prior to sale in Wisconsin. "Hard"

seeds are defined as those which fail to absorb water or produce sprouts within the usual prescribed period and under favorable conditions for germination of that kind of seed.—H. C. B.

Decline in Oat Trade Due to Poor Seed

A big factor in the decline of the oat trade is the deterioration of quality oats raised in Illinois in recent years. In past years when Illinois oats were of good quality, at this season of the year there was always a heavy demand from the south for seed. With Illinois oats getting poorer each year, southern farmers have gone to raising their own seed oats. The selection of good seed, varieties adapted to localities where sown, should help to restore Illinois' oats quality to where southern markets and commercial users would again be interested in purchasing Illinois grown oats.—Baldwin Elevator Co.

Illinois Corn Performance Tests

The five best hybrids on all the ten fields in the 1938 Illinois corn-performance tests yielded an average of 15.5 bus. an acre above the five open-pollinated varieties. They also exceeded the open-pollinated varieties in percentage of erect plants by 13.2 points.

On nine of the ten test fields the five best hybrids exceeded the five open-pollinated varieties in yield of sound corn an acre, and on all ten fields they surpassed the open-pollinated varieties in percentage of erect plants.

Disease susceptibility appeared to be correlated most highly with earliness of maturity. The best recommendation for avoiding losses from disease complex is, therefore, to use hybrids or varieties that require the entire growing season for their full development.

The 1938 soil-adaptation tests, like those in the past, demonstrate the necessity of having fertile soil in order to take full advantage of the high-yielding capacity of good hybrids. Yield alone, however, is not always a complete index to the adaptability of a variety or hybrid to a given soil, for lodging, type of ear, and kernel formation may also be greatly influenced by productivity level.—Bulletin 450, Illinois Agricultural Exp. Station.

KINDNESS is the cornerstone to a man's best efforts.—P. D. Armour.

Cash-in two ways!

1. Sell New Improved CERESAN
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Here's how you can double your opportunity for New Improved CERESAN profit! First, stock this effective dust for farmers who want to treat their own seed wheat, oats and barley. Second, offer New Improved CERESAN treating service — at good profit — to farmers who lack treating equipment. We supply Seed Treatment Stamps to show the seed has been properly treated. Write today for complete information, suggested treating charges and list of low-cost commercial treaters available. Address Bayer-Semesan Co., Inc., Dept. E1-29, Wilmington, Del.

Directory

Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

GREEN SPRINGS, OHIO

The O & M Seed Co., seed merchants.

PAULDING, O.

Stoller's Seed House, wholesale field seeds.

ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Illinois Seed Ass'n Re-Elects Officers

All officers and directors of the Illinois Seed Dealers Ass'n were re-elected at the annual meeting of the organization in the Pere Marquette Hotel, Peoria, Jan. 26. They are: Earl Sieveking, Bloomington, president; Charles Clark, Chicago, vice-president; W. G. Kelly, San Jose, sec'y, and Oscar Mountjoy, Atlanta, treasurer. Also on the directorate are Leonard Vaughan, Chicago, and Oscar Keller, Quincy.

Speakers on the convention program included L. A. Moore, Springfield, superintendent of state seed inspection; Joseph F. Cox, Washington, D. C., senior agronomist in the U. S. Department of Agriculture, and J. C. Hackleman, of the University of Illinois experiment station.

Itinerant Truckers Distribute Worthless Seed

By JESSIE G. FISKE, state seed analyst, before Seed Dealers Conference, New Brunswick, N. J.

Seventy-five per cent of our seeds are handled by farmers, truckmen, etc. While it is probably true that these individuals should not be barred from handling seeds there are, nevertheless, some very dangerous things involved in this more or less promiscuous trade.

This is particularly true of the interstate truck movement of seed. To begin with, the jobber, truckman, and other dealers of this type, have no means by which they can, if they desire, to clean seed which may be purchased quite directly from the place where it is grown.

I was advised that about 60,000 bus. of local red clover seed is available in Maryland, and that some 40,000 bus. will be sold out of the state. This means some is bound to come to New Jersey. While no doubt some will be purchased by reputable seed houses and re-cleaned, much of it will be picked up by jobbers and trucked into the state in about the same condition as it is harvested.

This state and interstate trucking of seed takes away every semblance of guaranty, every redress, legal or otherwise, when difficulties do, as they inevitably must, arise. It is impossible for any enforcement agency to check adequately upon shipments of seed made in this random fashion. If we do not know when or where seed shipments are coming in, to whom they are delivered, etc., it is impossible to sample or analyze them, and to prevent their sale if they are worthless. I am convinced that whether we are farm-

ers, enforcement agents, agronomists, seed vendors, or users, we are all equally and seriously confronted by this serious problem.

Iowa Elevators Institute Seed Cleaning Service

Seed cleaning and treating machines have been installed in the Farmers Elevator Co. plant at George, Ia., and in the elevator of the Farmers Cooperative Exchange at Rock Rapids, Ia.

The machines will remove weed seeds from seed grain, and treat the grain with chemical dusts to prevent smut and other seed borne diseases. Seed corn, as well as seed wheat, oats, and barley may be treated, tho different dusts are used for this purpose.

Whether sufficient charge is made for the seed cleaning and treating service to show these elevators a profit is of less importance than the far sighted policy that foresees cleaner, higher quality crops of grain, and a larger volume of production that will bring greater returns to both the farmers and the elevators. "He profits most who serves best."

Hybrid Corn Needs Be Adaptable

By R. F. CRIM, agronomist, University Farm, St. Paul, Minn.

To get expected results from hybrid corn, farmers will be wise to get seed of a variety well adapted to their section of the state.

The demand for hybrid seed corn has increased greatly and will likely be heavy this spring. Tho some hybrids have been found superior to standard open-pollinated varieties, a number have been found to be unadapted to localities in which they were distributed.

Extension Pamphlet 57, "Minnesota Hybrid Corn Field Trials—1938" discloses results of comparisons between 89 entries of commercial seed company and experiment station hybrids and three open-pollinated varieties.—Murdock, Golden King, and Minnesota 13.

Field trials were run on farms in representative corn-growing regions of Minnesota. These included plots in Meeker, Ottertail, Goodhue, Cottonwood, Rock, Faribault, Houston and Yellow Medicine counties, the latter being hailed out during the summer and not harvested. Last fall hundreds of farmers saw how the hybrids performed under actual field conditions when they inspected them during a series of field meetings.

Ohio Seedsmen Change Ass'n Constitution

On a motion by a com'te composed of Sheldon Ackerman, Randolph Norwood and C. B. Mills, members of the Ohio Seed Dealers Ass'n, holding their annual meeting in the Deshler Hotel, Columbus, Jan. 27, voted to change the ass'n's constitution to provide for a larger and more powerful executive com'te.

President A. W. Livingston presided at the meeting, and the ass'n admitted one new member, M. G. Stoller, of Paulding.

A motion was adopted directing the ass'n officers to apply for membership in the American Seed Trade Ass'n, for the Ohio Seed Dealers Ass'n.

The ass'n's executive com'te was directed to formulate plans for organization of a State Seed Council in Ohio.

Discussion of the subject resulted in retailers being urged to use a disclaimer clause on seeds they sell.

Election of officers placed the following for

the ensuing year: H. Trimble McCullough, Cincinnati, president; J. Paul Donley, Ashland, vice-president; Randolph Norwood, Wapakoneta, sec'y. Elected to a membership com'te were Robert Knight, Columbus, chairman; H. F. Huppman, Yellow Springs, and J. G. Monfort, Green Springs.

C. B. Mills, Marysville, was added to the executive com'te

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Swedish Type • Victories • Columbia Gray

SEED OATS

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Write today for descriptive catalog.

The O & M SEED CO.
GROWERS
GREEN SPRINGS, OHIO.

Seed Movement in January

Receipts and shipments of seeds at the various markets during January, compared with January, 1938, except where otherwise indicated, were:

	FLAXSEED		Shipments	
	1939	1938	1939	1938
Chicago	1,000	384,000	22,000	...
Duluth	217	218	2,299	7,134
Ft. William	4,358	1,985	47,597	2,635
Milwaukee .....	...	...	1,430	...

	KAFIR AND MILO		Shipments	
	1939	1938	1939	1938
Ft. Worth	52,500	355,500	135,000	151,500
Galveston .....	...	87,000	...	88,141
Kansas City	106,400	207,200	79,200	129,600
Wichita	2,600	...	...	...

	CLOVER		Shipments	
	1939	1938	1939	1938
Chicago, lbs.	1,632,000	1,212,000	810,000	765,000
Milwaukee, lbs.	466,175	116,690	136,885	...

	TIMOTHY		Shipments	
	1939	1938	1939	1938
Chicago, lbs.	1,131,000	185,000	497,000	529,000
Milwaukee, lbs.	84,230	37,685	...	66,540

	SOYBEANS		Shipments	
	1939	1938	1939	1938
Chicago	543,000	266,000	454,000	159,000
Indianapolis	69,000	9,800	40,400	5,600
Omaha	3,000	...	...	...
Peoria	4,500	...	24,280	...
Toledo	102,200	...	...	...

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Hybrid Seed Corn a Legitimate "Racket"

Lester Pfister, of El Paso, Ill., the world's outstanding breeder of hybrid seed corn, in addressing the Chicago Grain Market Analysts Club Jan. 31, said there was enough hybrid seed to plant the entire acreage devoted to corn in the corn belt.

Six generations of seed corn must be grown to fix the character of the two inbreds used to produce the hybrid.

Of the 10,000 hybrids that have been produced by experiment stations and private breeders only eight have proved to be good, and of these Mr. Pfister's firm controls three. He began breeding in 1925, in 1932 had 5 or 6 ears, in 1933 had 225 bus. of seed, in 1934, 625 bus., then 5,374, then 13,790, then 24,400, and last 40,000 bus.

As farmers must purchase fresh hybrid seed each year Mr. Pfister admitted "It was quite a racket."

Climatic conditions in the United States made the same corn adaptable along a line drawn from Storm Lake Ia., to North Carolina. A distance of 15 miles north or south makes a difference of one day's time in the maturity of the crop.

Mr. Pfister's lecture was profusely illustrated with moving pictures in colors of growing, harvesting and handling hybrid seed.

Only Genuine Hybrid Seed Corn Dependable

The importance to the country grain shipper of selling or encouraging the sale of genuine hybrid seed corn from reputable producers and seed handlers is illustrated in the records kept on last year's hybrids by Chris Bahler, of the Bahler Grain & Feed Co., at Galveston, Ind.

His investigations in local fields showed that 50 hills of open-pollinated corn yielded only 58 pounds of corn; 50 hills of hybrid seed corn, one generation removed from a true hybrid, and consisting of seed from commercial hybrid corn, produced 68 pounds of corn; 50 hills of genuine first year hybrid seed corn produced 79 pounds of corn.

Several of the farmers in his community have experienced failures with hybrid seed corn of unknown or uncertified origin, says Mr. Bahler. These failures point to something being wrong in the production of the hybrid seed.

Mr. Bahler believes that thoroughness in detasseling the female plants in a field producing hybrid seed corn, and segregation of the field from the pollen influences of open-pollinated corn, are equally important with sound foundation stock in the production of dependable hybrid seed corn. Certification authorities check the location of a field with relation to other fields of corn and the prevailing winds, and allow only a very low maximum of missed tassels on female plants. Under the rules for certification a seed producing field of hybrids must have the female plants detasseled every two days, but thoro farmers detassel these plants every day during the tasseling season. Then if a plant is missed one day its tassel is caught the second day. But if a plant is missed on a two day detasseling program, its tassel may remain unharmed for 48 hours and succeed in pollinizing several nearby female plants, with the result that a part of the hybrid seed produced in the field will prove a sore failure to the farmer who buys the seed.

Dependable hybrid seed corn producers, believes Mr. Bahler, have their fields and their seed certified. Certification is their protection from careless producers who may not plant proven foundation stock, or who fail to detassel their fields regularly and frequently as must be done to prevent self-pollinization and unwanted crosses.

An earnest advocate of hybrid seed corn.

Mr. Bahler sells only certified hybrid seed. He handles Indiana's 613, 608, 632, and a new one, 603, which is guaranteed to produce corn with 60 per cent of the stalks bearing two ears.

Grain Exhibit Cars Visit Northwest Towns

Three exhibition cars of the Great Northern Railroad are on a round of 23 towns in Minnesota and the Dakotas to carry to farmers and elevator managers encouragement for improvement of agricultural practices, and an interest in better grain crops.

One car is devoted to exhibits of crops, including flax, wheat, hybrid corn, and malting barley. Another deals with fertilizers. The third contains machinery suited to the application of commercial fertilizers.

A brief meeting is conducted at each stop of the train, the program including moving pictures, and instructive discussions on phosphate, soils, malting barley, flax, and general farm crops. Cooperating in the program are the University of Minnesota, South Dakota Agricultural College, the Northwest Crop Improvement Ass'n, Anaconda Sales Co., the Flax Institute of the United States, and the agricultural department of F. H. Peavey Co.

The cars have already made stops at Marshall and Jasper, Minn., and Sioux Falls, Arlington and Watertown, S. D. The remaining schedule is:

Feb. 9, LaBolt, S. D.; Feb. 10, Benson, Minn.; Feb. 11, Breckenridge, Minn.; Feb. 13, Thief River Falls, Minn.; Feb. 14, Ada, Minn.; Feb. 15, McIntosh, Minn.; Feb. 16, Hallock, Minn.; Feb. 17, Warren, Minn.; Feb. 18, Crookston, Minn.; Feb. 21, Cavalier, N. D.; Feb. 22, Grafton, N. D.; Feb. 23, Michigan, N. D.; Feb. 24, Larimore, N. D.; Feb. 25, Reynolds, N. D.; Feb. 27, Grandine, N. D.; Feb. 28, Hatton, N. D.; Mar. 1, Davenport, N. D.; and Mar. 3, Pelican Rapids, Minn.

Corn Performance Tests Planned in Kansas

A system of corn performance tests will be conducted in Kansas during 1939, announces the Department of Agronomy of the Kansas State College.

In charge is a com'te composed of A. L. Clapp, R. I. Throckmorton, H. H. Laude, and H. D. Holmbeak of the Department and R. W. Jugenheimer, of the Bureau of Plant Industry, of the U. S. Department of Agriculture, located at Manhattan, Kan.

For the purpose of these tests the state is divided into five districts. No. 1 is the north-eastern section; No. 2, central eastern; No. 3, southeastern; No. 4, north central, and No. 5, south central. Two tests will be conducted in each district.

The tests will include Kansas standard open-pollinated varieties, and hybrids produced and distributed by commercial, federal and state agencies. No test will include more than 60 samples, and it is expected that at least 20 commercial samples will be included in each test.

Commercial hybrid seed producers are charged \$6 per sample per location, which gives them a minimum charge of \$12 because each entry must be tested at both locations in any one district, according to the rules.

The rules decree that each entry will be "replicated five times in each test field. Entries will be distributed at random within the replication. Each entry will be planted in plots two rows wide and twelve hills long. The hills will be located three and one-half feet apart each way. The corn will be hand planted on the surface or in lister furrows at the discretion of the Com'te. Three kernels per hill will be planted in districts Nos. 1, 2 and 3, and two kernels per hill in districts Nos. 4 and 5."

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Misleading Tests of Superior Seed Oats on Soils Deficient in Potash and Phosphorus

Grain & Feed Journals: I take exceptions to certain statements by agronomists of Purdue University published in the Journal on page 79 of Jan. 25 number under the caption "Farmers are Warned about Buying Belgium Oats."

They refer to the Victory as a late oat. It is really a midseason oat and is so known. To refer to it as a late oat is misleading as to what is a midseason and a late oat.

I question the fairness of the test if neither the Victory nor the Columbia were sown on soil having sufficient nutriment to do justice to the seed. The 29-pound test weight of Columbia indicated that it did not get all the nutriment needed.

I believe the Columbia is a small strawed oat. The average amount of phosphoric acid in 1,000 lbs. of straw is said to be 2.1 lbs. If there was 1,000 lbs. less straw to the acre on the Columbia plot than the Victory plot the 2.1 lbs. would have supplied the phosphorus for over .6 of the difference in yield. Without enough phosphorus available oats cannot fill out and be plump. From the test weights described only one showed that there was enough phosphorus available to fill out the grain grown on the plot. With a small yield of straw and a small crop of grain it takes less total phosphorus to make the grains plump. It would be easy on a set of plots not having ample easily available phosphorus to have a small strawed oat, though it has not the inherent ability to yield as much as a certain large strawed oat, to outyield the large strawed oat.

I know that the Victory has an inherent ability to yield more than 300 bus. from one bushel of seed. I am not arguing that this yield has been obtained in America but do say the plant has that ability if it has all nutriments easily available in proper proportions. At average figures for straw and grain, 100 bus. of oats will take up between \$2 and \$2.50 worth of phosphoric acid and potash. A ton and one half of straw will take up a slightly greater value in these minerals.

At least 50% more of these minerals should be fairly quickly available so that the plants will get them as wanted.

Nitrogen is too expensive to be furnished in chemical form for grain. It should be produced on the farm thru legumes or other plants.

A big crop of oats cannot be produced without good plant growth. If phosphorus and potash are not easily and quickly available in the proper proportions to the plant growth the production of grain will be lessened and the quality thereof will be impaired.

If all varieties of oats and their straws each carry the average content of potash, the 57 bu. yield of Columbia on one ton of straw would take up 40.2 lbs. of potash and 47.8 bus. of Victory on one and one half tons of straw would take up 53.5 lbs. of potash. A lack of potash will cause a disproportioned part of vegetative part to grain. From the yields and grain test weights with one exception would indicate a lack of balancing nutriments. I do not know your yields of straw but know from the test weights the ground was not fed a sufficient balanced ration. The more nitrogen available the larger supply of quickly available phosphorus and potash to grow a crop of grain is necessary. The minerals in the straw are available to go back on the land.

Soil should be considered a living thing and fed accordingly. It will then work for us just as properly fed animals will work for us. Starved things cannot perform work economically.

I agree with the Indiana agronomists in questioning the alleged "Belgium Oats." I have never learned of a cereal breeding station in Belgium. The designation as "Belgium Oats"

should not be expected to indicate pure variety. If the Belgium oats offered are a variety the name of the variety should have been given for the definite information of the farmer.

The Swedish type oat has given better satisfaction in its results, to discriminating feeders of hard working horses than has the thin type oat.—Marshall C. Rumsey, Batavia, N. Y.

New Seed Law Proposed by Oklahoma Seedsmen

PRESIDENT A. G. HAMMOND, presiding at the annual convention of the Oklahoma Seedsmen's Ass'n, in the Biltmore Hotel, Oklahoma City, Jan. 12, advised seedsmen to

1. Aid the itinerant truck law.
2. Put up a bold front to consumers who sue seedsmen.
3. Consider the profit angle in the seed business.
4. Help toward passage of a more efficient Oklahoma seed law.
5. Organize a strong com'ite for the southern seedsmen's convention.

CARL HORN explained the effect of the "Wage-Hour Law" on Oklahoma seedsmen, defining retail and wholesale establishments, and exemptions. Seedsmen concluded they are not affected seriously.

DALE JOHNSTON, Enid, talked on the "Approval of Oklahoma Alfalfa Seed for A. A. Requirements." Oklahoma growers, he said, have not seized the opportunity offered in the approved origin program, and Oklahoma seedsmen are having difficulty disposing of seed that is not approved. Oklahoma should prove its alfalfa seed is adapted to mid-central climatic conditions, he said.

MR. OSBORNE, of the State Agronomy Department, declared that Oklahoma produced more alfalfa seed in 1938 than did any other state, and quoted government figures on production in the five leading states as evidence. Approximately 650 Oklahoma growers have signed Approving Seed Contracts of 1938, he said.

M. MARTIN, leading a discussion on the "Present Status of Oregon Crops Growing in Oklahoma," concluded that rye grass has demonstrated itself to be an efficient winter and early spring crop, and will replace many acres of vetch and peas now being grown unsatisfactorily.

FOLLOWING the noon luncheon, during which Joseph Scott of the State Board of Agriculture, pledged the support of that body for legislation that would help the seed industry, time was allotted to a discussion of hybrid seed corn.

J. HICKEY warned seedsmen to be careful about encouraging planting of hybrid seed corn until it has been tried thoroly under Oklahoma conditions.

FRANK D. KELLER, president of the Southern Seedsmen's Ass'n, believed that state seed ass'ns should unite and will gain the greatest benefits for their members, if they bring local problems to the state meetings, and carry major problems to larger ass'n meetings. Mr. Keller was optimistic about profits in merchandise lines during 1939.

J. HICKEY defined the evils in the present Oklahoma seed law, complained that Oklahoma is a dumping ground for poor seed from other states, especially since new highways have broadened truck traffic, and suggested that a com'ite be appointed to cooperate with the State Board of Agriculture in drafting details of a new, more effective seed law.

Mr. Hickey offered a proposed seed bill that met with the approval of all present. The proposed bill would require retailers to pay a \$1 license fee, wholesalers to pay a \$10 license fee.

ELECTION of officers placed the following for the ensuing year: Henry Horn, Jr., Oklahoma City, president; Charles Roach, Okmulgee, vice-president; F. Nichols, Jr., Oklahoma City, sec'y.

Rust Resistant Wheats

From a triple combination of Ceres, Hope and Florence three selections named Rival, Vesta and Mercury have been made by the North Dakota Agricultural Experiment Station. They resemble Ceres, in having beards and the same height and earliness, as reported in the station's bimonthly bulletin.

Rival will have a limited amount of both stem and leaf rust under epidemic conditions, but it is doubtful that the yield is much reduced by rust. In a severe rust year Rival will have more stem rust but less leaf rust than Thatcher, which it equals in quality.

Vesta shows marked resistance to stem rust, but is somewhat susceptible to leaf rust and stinking smut. Yields have been satisfactory but baking quality is not equal to Thatcher.

Mercury has shown high resistance to stem and leaf rust and loose and stinking smut. Its straw shows marked resistance to lodging. Yields compared with Thatcher or Ceres have been excellent under rust conditions. While not inferior its quality is less satisfactory than Rival or Vesta. The volume of the loaf is below that of Thatcher.

Pilot is a cross between Hope and Ceres, having resistance to rust and stinking smut and out-yielding Thatcher in rust years.

Of the 4 varieties named, it is proposed to distribute Rival and Pilot to North Dakota farmers for growing in 1939 on the basis of a contract which will retain control of three-fourths of the resultant crop for distribution to additional growers in 1940. Mercury and Vesta will be retained under full control by the experiment station pending further testing and a final decision later as to their distribution.

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Feedstuffs

San Jose, Cal.—According to R. P. Baker, manager of the Pacific Prune Products Ass'n, California prune growers are rapidly developing new markets for their excess and substandard fruit. A sales campaign promoting substandard prunes as livestock feed is now in progress.—W. H. B.

San Francisco, Cal.—Announcement was made recently that an agreement had been reached by the California Sardine Reduction Plant Operators Ass'n and fishermen's organizations to conclude 1938-39 sardine fishing season immediately because the oil content of sardines now being caught was too low to make operations profitable.—W. H. B.

San Francisco, Cal.—According to officials of the Fishermen's Protective Ass'n, a disagreement over prices has resulted in the tie-up of the entire shark fishing fleet on the Pacific Coast. The present dispute began with expiration of a contract on Dec. 31. The California Packing Corporation had offered \$10 a ton for sharks where \$20 a ton formerly had been paid. Shark fishing has enjoyed a phenomenal expansion after shark liver oil was put to use in poultry feeding. About 150 boats are tied up in the dispute.—W. H. B.

Salem, Ore.—A community of interest was established in a meeting between the feed law revision com'tee of the Oregon Feed Dealers Ass'n, and the feed com'tee of the Oregon Dairymen's Ass'n last month. Changes in the feed law proposed by the dairy ass'n demanding that all minerals except sterilized bone, be barred from all feeds except poultry feeds, was spiked with the argument that minerals are not injurious, that they are needed in many sections, and that barring them would bring on a test of the constitutionality of the law. The feed law enforcement division of the state objected to a proposal that feed dealers give receipts for amounts of ingredients used in custom mixing because this provision could not be included in the commercial feeding stuffs law.

Adulterations and Misbrandings

The following notice of judgment has been published by the food and drug administration of the U. S. Department of Agriculture:

Herbert Bryant, Inc., Alexandria, Va., charged with shipment of a quantity of meat scrap about Sept. 15, 1936, from Virginia into Maryland, that was branded to contain "Protein 50.00%" but actually contained only 47.26% of protein, was fined \$100 on a plea of nolo contendere.

Pacific Northwest Feed Convention Program

The annual convention of the Pacific Northwest Feed Ass'n will be held in the New Washington Hotel, Seattle, Wash., Feb. 22. The local greeting com'tee consists of Bill Gee, Karl Von Normann, and Sid Victor. A special car will carry feed men from Portland, Ore., to the convention, tickets being available thru the ass'n office.

On the program are two outstanding features, says Manager Floyd Oles. General Albert H. Beebe will address the gathering on "Taxation and Business." He is recognized as an outstanding authority.

Professor L. C. Wheating of the Washington State College, will explain "Some Fundamentals of Soil Productivity." In the interests of increasing the available volume of feed business, and perhaps doing a little more busi-

ness in sidelines, his address is expected to attract wide attention.

Proposed Feed Laws

Salt Lake City, Utah.—Senate Bill 62, introduced Jan. 18, would amend the labeling provisions and standards in the Utah commercial feed law.

Sacramento, Cal.—Assembly Bill 630, introduced Jan. 16, creates a fund and sets up machinery in the Board of Health for regulating preparation and manufacture of canned dog and cat food.

Lansing, Mich.—House Bill 52, introduced Jan. 17, would amend the commercial feed law and repeal the provision requiring portable grinders or mixers to be registered with the Commissioner of Agriculture.

Olympia, Wash.—Senate Bill 15, introduced Jan. 13, would amend the Pure Food & Drug Act to prevent manufacture, advertising or sale of adulterated food or drugs; misbranding, false advertising; and regulating the sale of dangerous, habit forming drugs and new drugs.

Seattle, Wash.—The State Department of Agriculture will set up as a separate bill the procedure necessary to cancel or suspend licenses under the Commission Merchants Law or the Feed & Fertilizer Law, or any other laws administered by the department.—Floyd Oles, Pacific Northwest Feed Ass'n, Inc.

Little Rock, Ark.—Senate Bill 12, introduced by Senator Combs, and referred to the Com'tee on Agriculture, would transfer enforcement of the feed and fertilizer laws to the State Plant Board and provide that one-half the fees received from registrations be turned over to the Board for inspections and law enforcement, the other half being placed in the general fund. Why tax the trade for general expenses?

Sacramento, Cal.—An amendment to section 1083.1 of the California Commercial Feeding Stuff Law, introduced by Assemblyman Hubert B. Scudder, would apply an annual business license of \$2 for each established "plant, warehouse, or place of business" where feeds are manufactured, processed, mixed, or distributed. Also proposed is a new section, 1083.2, which defines an "established plant, warehouse, or place of business" to eliminate itinerant trucks and temporary stands from this classification.

Sesame Seed Meal

By H. R. BICKNELL and W. L. HUNTER, SR., chemists of the California State Department of Agriculture.

Sesame seeds from North China, Manchuria, and India have been imported for processing. The oil meal has also been imported from China and Manchuria. Importations of the seeds have almost ceased since the amendment of the Revenue Act in 1936 placed a 2c per pound tariff upon them. The oil and meal will probably be imported from oriental mills since there is a definite demand for each.

Several experiments have been conducted on the growing of sesame in the United States, but, due to the fact that the seed pods break open and scatter the seed upon reaching maturity, no success has been recorded. In the Orient, where extreme cheap labor prevails, this loss is eliminated by hand harvesting. We shall probably continue to rely upon the supplies of Manchuria and North China.

Only 2% dockage is permitted in sesame seed bought under contract.

In the Orient, processing is done by hy-

draulic presses and expellers. The imported seeds have been processed by expellers in the United States.

Sesame seed oil has the best keeping qualities of all the edible oils and its uses are the same as those of cotton seed oil. The meal is a valuable protein concentrate.

Distillers' Grains

From a study by the nutrition laboratory of Massachusetts State College of the nutritive value of distillers' grain and concentrated slop it is felt that the addition of 10 to 15 per cent of distillers' grain or concentrated slop to poultry rations will provide a good source of vitamin B₁ and B₂ (riboflavin). These two vitamins are essential for optimum poultry growth and reproduction. It is emphasized that distillers' by-products should be a very economical source of these two vitamins in poultry or livestock rations.

Because of their high ash content, distillers' by-products are likewise good sources of minerals. Dried buttermilk was also found to be a good source of vitamin B₂.

Dealers Must Operate Within Capital Limits

By ROY HALL, Fort Wayne, Ind.

A man isn't going to fail if he starts with a capital of \$500 and plans his operation on a \$500 capital. He can't fail from that source if he plans his business from that source. If a man has \$5,000 and plans his business on operations of \$5,000, that man is not going to fail for lack of capital.

We hear it said that businesses fail on account of loose credit policies. How can a business fail on account of loose credit policies if there is any plan as to the credit policies of that business; if the terms and kinds of credit are thought out in terms of the capital and in terms of the business?

We hear it said that businesses fail on account of turnover, that they don't turn their inventories, they don't get their capital to work. We hear it said that businesses fail because their equipment is obsolete; that their store set-up is out of date, and they can't compete with modern competitors, etc.

Let me illustrate what I mean on this point. If you start out the door and start running down the street with your eyes tightly closed, it doesn't take an analyst to tell you what is going to happen. You are going to hit an automobile, a building, a hydrant, a truck—you are going to hit something. Now the automobile, the building, the truck or the hydrant wasn't the thing that hurt you; that wasn't the cause of your injury. The cause of your injury was the fact that you were rushing down the street with your eyes closed.

Likewise businesses do not fail for the lack of capital, or loose credit policies, or the lack of inventory turnover—they fail, due to the lack of a plan of operation, or a program of operation.

Is it not true, as a hypothetical question, that the greatest business troubles that you have had in your business career is when you stepped out of the bounds of your business a little bit? Either you thought, I am going to make my profit this year speculating or by taking this or the other kind of chance. I wonder if a man of forty years' experience in business who would be perfectly honest with himself and would make a resume of his failures and his successes, column by column, side by side, if he would not find that the great majority of his failures were due to his stepping out of his own bailiwick, stepping out of the provinces which his business called for, where all his time, and all his efforts and all his resources were needed.

I can't see how a business can fail if a business analyzes its potentialities and has a definite program it is going to work on in accordance with its capital and in accordance with the

ability of its management—and will follow that program. A poor program well worked and well followed out is a much better business proposition than a good program never followed.

Millfeed Futures Margins

A resolution adopted by directors of the Kansas City Board of Trade late in January established the following fixed initial margins on transactions in millfeed futures: On trades for members, \$1 per ton; on hedging trades for non-members, \$1 per ton; all others, \$2 per ton. The new schedule was made immediately effective.

No fixed margins on millfeed futures transactions have been required under the rules of the Kansas City Board heretofore, the amount being established by the requirements of the clearing house.

Livestock Feeding Experiments

DRIED TOMATO POMACE, consisting principally of seeds and skins, has been found to contain 6.8 international units per gram of vitamin A, 8.7 Chase-Sherman or 4.0 estimated international units per gram of vitamin B₁, 3.0 Bourquin-Sherman or 2.8 Norris et al. chick units per gram of vitamin B₂, and 1.4 international units per gram of vitamin C, according to W. B. Esseen, Jr., and C. R. Fellers, of the Massachusetts agricultural experiment station.

These experimenters believe dried tomato pomace a good source of vitamin B₁ and a fair source of vitamins A and B₂ (G). The product has been found palatable to hogs, cows, and chicks, when fed at levels of 10 to 15 per cent.

IN THREE lamb feeding trials at Cornell University, J. P. Willman and F. B. Morrison found that shelled corn and alfalfa hay; corn, alfalfa, and bonemeal; and corn, alfalfa, and a protein supplement, gave about equal results in rate of gain and the amount of feed required per unit of gain. But both of the rations that included supplements improved the finish and increased the market value of the lambs. Net returns per lamb over feed costs were 71, 91, and 86 cents, respectively.

Corn silage proved entirely satisfactory as a sole roughage, but had a higher value when fed with alfalfa hay. Confined groups returned more net profit per lamb than those allowed outdoor exercise. A group fed a low protein ration made poor gains and was frequently off feed.

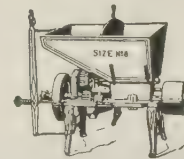
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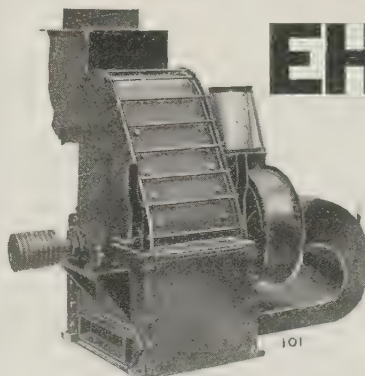
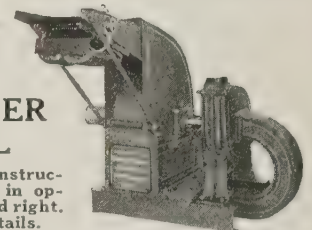
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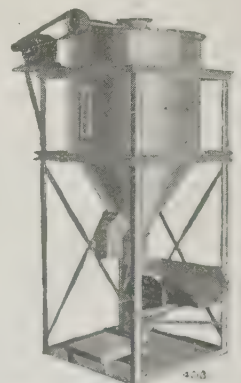
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Poultry Feeds and Feeding

Fort Worth, Tex.—John B. Collier, Jr., of Fort Worth, has been elected president of the newly organized Texas Poultry Federation.

The feed-egg ratio during January, based upon prices at Chicago, was about 35 per cent above the 10-year (1926-35) January average. The ratio was about 4 per cent higher than in January 1938. From May thru the first half of December 1938, the feed-egg ratio for each month was below the 10-year average for the corresponding month.—Buro of Agricultural Economics.

Sacramento, Cal.—J. E. Daugherty, sec'y of the California Com'te for the Seventh World's Poultry Congress, asks our dealer members who sell the poultry trade to help that industry assure a California exhibit at Cleveland, July 28-Aug. 7. Mr. Daugherty says that 56 per cent of the poultryman's dollar goes for feed.—I. J. Strommes, sec'y, California Hay, Grain & Feed Dealers Ass'n.

Limits of Manganese

To determine the level of manganese most satisfactory for growth and for prevention of perosis in chicks, W. M. Insko, Jr., M. Lyons, and J. H. Martin at the Kentucky experiment station, supplemented an all-mash ration containing 6 to 7 parts per million of manganese with various levels of manganese sulfate.

At least 30 p.p.m. of manganese had to be added to this basal ration to produce good growth and prevent slipped tendons. A maximum level of 646 p.p.m. did not prove toxic. With less than 30 p.p.m. of manganese the chicks showed a high incidence of perosis.

World's Poultry Congress Assembles Science

Scientists in 21 countries and an official of the International Institute of Agriculture are expected to appear on the scientific program of the World's Poultry Congress to be held in Cleveland, Ohio, July 28 to Aug. 7.

The countries, in addition to the United States, are: Bulgaria, Canada, Czechoslovakia, Denmark, Egypt, England, Estonia, Finland, Germany, Holland, Hungary, Ireland, Italy, Japan, Palestine, Poland, Rumania, Scotland, Union of South Africa, and Sweden.

About one-third of the 180 papers to be delivered will be by scientists from foreign countries. The papers cover every phase of poultry production.

Turkeys Fed Free Choice Balance Their Diets

Neither the protein content nor the calcium and phosphorus content of the mash had any consistent effect on mortality, malformation of legs or breast bones, or the quantity of feed required to produce a pound of gain, in experiments by John C. Hammond and Stanley J. Marsden, of the Buro of Animal Industry, Washington, D. C., with 7 lots of bronze turkeys containing a total of 1,379 individuals, and reared to 28 weeks of age on mash and grain fed ad libitum, and with access to poor grass range.

The 7 mashes used in these trials varied in protein content from 18% to 30% by increments of 2%. The experimenters found that the ratio of mash to grain consumed varied inversely with the protein content of the mash; and that the older the birds became the more rapidly the ratio of mash to grain decreased in all lots. The total protein and animal protein consumed per pound of gain increased as the protein content of the mash increased from 18% to 26%, but were approximately constant as the protein

content of the mash increased from 26% to 30%.

The birds fed the mash containing about 28% protein weighed the most at all ages after 12 weeks, and those fed the mash containing 18% protein weighed the least at all ages. During the first 16 weeks, the average live weight of the several lots followed the general order of the quantity of protein consumed, but this relationship became less pronounced after 16 weeks.

Between 21 and 28 weeks of age turkeys in the different lots were found to consume approximately the same percentage of protein, averaging about 16%, by varying the amounts of grain and mash they would consume free choice.

Amount of Manganese Required to Prevent Perosis

Professors Willis D. Gallup and L. C. Norris of Cornell in Poultry Science report experiments to determine the amount of manganese required to prevent perosis, the nutritional disease of chicks involving a deficiency of manganese.

Approximately 80 per cent of a group of New Hampshire chicks developed perosis when placed on a basal diet of low manganese content (Mn, 10 parts per million). When the manganese content of the diet was increased to 50 p.p.m. by means of $MnCl_2 \cdot 4H_2O$, $MnSO_4 \cdot 4H_2O$, $KMnO_4$, $MnCO_3$ and MnO_2 , the incidence of perosis was reduced to about 4 per cent. In quantitative studies using chemically pure manganese carbonate as the source of manganese the minimum amount of manganese required to prevent perosis in this breed was found to be approximately 50 p.p.m.

Additional amounts of manganese dissolved in the drinking water or incorporated in the diet up to 1,000 p.p.m. were ineffective in preventing cases of perosis which developed early. Apparently perosis in its initial stages or the conditions that produce it appeared during the embryonic development of the chicks.

Manganese at a level of 50 p.p.m. of diet reduced the incidence of perosis from 87 per cent to 18 per cent in a strain of New Hampshire chicks that were very susceptible to the disease. Manganese at a level of 30 p.p.m. completely prevented perosis in White Leghorn chicks. The results indicate breed and strain differences in manganese requirements and susceptibility to perosis.

Manganese deficiency not only results in perosis but prevents optimum growth of chicks and pullets. Large quantities of manganese, 1,000 p.p.m. of diet, were not found to be toxic.

By adjusting the level of manganese in the diet of hens to 13, 53, 200, 500, and 1,000 p.p.m. the manganese content of eggs was proportionately increased from 0.045 mg. to 0.342 mg. per 100 gram of dry yolk. A deficiency of manganese in the diet (Mn, 13 p.p.m.) resulted in low egg production and high mortality of embryos. Fertility determined by candling at seven days was slightly decreased. Embryos in the eggs of low manganese content usually died during the final stages of incubation, being unable to initiate or to complete the process of hatching. The minimum manganese requirement of the developing embryo was found to be about 0.005 mg., this amount representing approximately 70 per cent of the total amount of manganese in the egg.

Chicks hatched from eggs of low manganese content and having low initial manganese reserves were no more susceptible to perosis than were those hatched from eggs of high manganese content. The prevention of perosis during early growth of chicks appeared to be more dependent upon manganese intake than upon the total manganese reserves at the time of hatching.

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Poultry Feeding Experiments

FEEDING chicks a series of simplified diets consisting mainly of cornstarch, purified casein, yeast, cod liver oil, and a salt mixture, R. van der Hoorn, H. D. Branion, and W. R. Graham, Jr., found that a high percentage of the chicks would survive if these diets were supplemented with wheat germ extract and manganese.

Feeding manganese in the absence of the wheat germ extract resulted in complete nutritional failure and similar results were noted when wheat germ extract was fed in the absence of manganese, indicating that each of these supplements provided a separate and distinct maintenance factor required by the chicks.

* * *

A MARKED relationship between the initial weight of turkey poults and their finished weights was observed by F. B. Headley and E. W. Knight in a series of experiments at the Nevada station to study the effect of various levels of protein, fat, and ash, and different rations of animal and vegetable protein on growth and development of turkeys. Increasing protein levels to 24% increased growth of young toms, but beyond this level there was a slight decrease. Increasing protein levels had less effect on young hens, which did well when started at 8 weeks of age on 18.4% protein ration, tho those receiving higher levels finished better. Both sexes enjoyed better growth and finish rates when the protein content was reduced from 23.3% to 18.4% at 16 weeks of age, and further reduced to 13.6% at 22 weeks of age, then when high

protein levels were maintained thruout feeding period.

High ash content accompanying high protein levels caused numerous cases of crooked breasts and slipped tendons, especially in young toms receiving more than 10% ash.

An animal-protein:vegetable-protein ratio of 1:3 gave as good results as higher levels of animal protein after the birds were 8 weeks old.

Dairy Cows Need Concentrates

A digest of the remarks of Professor E. S. Harrison, before Annual Nutrition School at Cornell University.

Feed cannot raise the production level of a cow above the level fixed by the cow's inheritance. Inherited high production, however, is no sign that the cow will produce to this level. It is the proper balancing of feeds that makes it possible for a cow to produce in line with inherited capacity.

Cost of the ration becomes a factor, but since a large part of the food a cow consumes is used for maintenance, and must be considered as overhead that does not vary greatly, it is pointless to feed a cow only at the maintenance level. The food consumed above maintenance is the food that goes into production.

Home grown roughage has no substitute. Ordinarily this constitutes 55% to 60% of the total digestible nutrients consumed. The quality must be good, for no concentrate has ever been devised that will overcome deficiencies in the roughage. But since roughage is bulky, the ordinary cow cannot consume enough nutrients in roughage to give high production. For this reason, the roughage must be supplemented with concentrates to fill out the nutrient needs of the animal.

The ideal dairy cow is large, with a capacious body that can handle great quantities of roughage. The basis of her ration is quality roughage. Tests run at Cornell, with heifers, have shown that timothy hay cut early and harvested in a manner that would retain good color, is equal in palatability to legume hay, and produced just as good gains. But weathered, low quality hay caused low consumption and reduced the gains by 30%, compared with gains on the better ration.

All lots of heifers on the test were receiving 3 pounds of 13% concentrates along with their roughage. Doubling this amount for the heifers on the low quality timothy hay ration failed to overcome the effect of the roughage. Apparently this indicates that concentrates cannot make up for deficiencies in the quality of roughage, and proves that hay should be carefully handled to save its nutrients.

Failure to properly balance roughage with supplements may cause heifers to freshen when they are undersized, and insufficiently developed. Heifers should be grown quickly. Feeding them for slow development and long life is pointless, since udder troubles usually remove them from herds before they can grow old.

Heifers can be ruined by overfeeding on concentrates, causing them to run to fat instead of growth. Such heifers acquire a cloyed appetite, and consume insufficient roughage. Fatty tissues develop in the udder, and this condition may be never entirely corrected, leading to an early breakdown in production.

Normal roughage is low in both protein and minerals. But scatter-gun methods in feeding minerals is hardly wise. The minerals included in the concentrate mixture should be based on sound experimental evidence. Mineral is one



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Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth, 5 1/4 x 7 1/2 ins., 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50, plus postage.

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Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Oct. 1.....	13.50	16.00	12.50	14.00
Oct. 29.....	13.50	14.50	13.25	15.50
Nov. 12.....	15.00	15.50	14.25	16.25
Nov. 19.....	15.50	15.50	14.00	16.25
Nov. 26.....	15.00	15.50	14.00	16.20
Dec. 3.....	15.50	15.50	14.00	16.60
Dec. 10.....	16.00	17.00	15.00	17.00
Dec. 17.....	16.75	17.50	14.90	17.40
Dec. 24.....	16.50	17.25	14.90	17.40
Dec. 31.....	17.50	18.25	15.35	17.50
Jan. 7.....	19.00	18.50	15.70	18.00
Jan. 14.....	18.25	18.00	15.50	18.25
Jan. 21.....	18.50	18.50	15.60	18.10
Jan. 28.....	18.00	18.00	15.25	18.15
Feb. 4.....	17.50	17.50	15.80	18.25

	St. Louis*		Chicago	
	Bran	Shorts	Soybeans	Meal
Oct. 1.....	15.80	16.60	76	27.00
Oct. 29.....	16.50	17.40	71	22.50
Nov. 12.....	17.40	18.20	74 1/4	23.20
Nov. 19.....	17.00	18.10	73 1/4	23.50
Nov. 26.....	17.50	18.25	75 1/2	25.20
Dec. 3.....	17.25	18.50	77 1/4	25.00
Dec. 10.....	18.30	19.25	82	26.00
Dec. 17.....	18.00	19.35	81	26.70
Dec. 24.....	18.15	19.25	81	26.50
Dec. 31.....	18.50	19.60	82 3/4	26.70
Jan. 7.....	19.00	20.00	84 1/2	26.70
Jan. 14.....	18.90	20.40	85	26.20
Jan. 21.....	18.90	21.25	83 3/4	26.00
Jan. 28.....	18.25	20.25	82 1/4	25.70
Feb. 4.....	19.15	20.25	80 3/4	25.20

	Ft. Worth		Memphis		Kansas City		Chicago	
	Cottonseed	Meal	Alfalfa	Meal	Alfalfa	Meal	Corn	
Oct. 1.....	24.00	21.50	18.75	50				
Oct. 29.....	27.00	20.25	18.50	45 1/2				
Nov. 12.....	27.00	22.00	19.00	49				
Nov. 19.....	27.00	22.00	19.00	47				
Nov. 26.....	27.00	22.25	19.00	49 1/2				
Dec. 3.....	27.00	22.35	19.00	49				
Dec. 10.....	27.00	22.50	19.00	53 1/2				
Dec. 17.....	27.00	23.25	19.00	51 1/2				
Dec. 24.....	27.00	23.00	19.00	52 1/4				
Dec. 31.....	27.00	23.00	19.00	53				
Jan. 7.....	27.00	23.00	19.50	53 3/4				
Jan. 14.....	27.00	23.00	19.75	52 1/2				
Jan. 21.....	27.00	22.50	19.75	52				
Jan. 28.....	27.00	22.25	19.50	51				
Feb. 4.....	27.00	22.00	19.50	49 1/2				

*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.



Corn Gluten Feed, Corn Oil Cake Meal,
Brewers' Dried Grains Malt Sprouts
ANHEUSER-BUSCH ST. LOUIS

of the nutrient factors that makes legume hays more valuable than timothy.

A concentrate for dairy cows should be: high in total digestive nutrients; adjusted to suit the nature of the roughage (with a minimum amount of protein); carry a minimum of 4% fat (tests show a relationship between low fat content in the ration and low production, tho they show no relation between the fat content of the ration and the fat content of the milk); include a mineral supplement when non-legume roughage is fed; high in palatability to encourage the animal to consume sufficient feed.

Cornell's Ollie Pride has a record of 25,304 pounds of milk, and 1,079 pounds of butterfat, testing 4.3% fat. Cornell's Ollie Pride was fed all she would eat of second-cutting alfalfa with some grass. She consumed about 44 pounds of hay per day, 9 pounds of dried beet pulp, and 16 pounds of a concentrate mixture. The concentrate consisted of 300 pounds of corn distillers grain, 200 pounds linseed oil meal, 300 pounds coconut meal, 400 pounds wheat bran, 400 pounds corn meal or hominy, 370 pounds ground oats, 10 pounds salt. This ration has from 76 to 77% total digestible nutrients, from 17 to 18% protein, and 4.8% fat. It is bulky, but still high in total digestible nutrients, a difficult combination made possible thru use of distillers' grain.

Soybean Oil Meal as Hog Feed

By K. J. SEULKE, of Soybean Research Council

In hog feeding there has been a steadily broadening use of soybean oil meal, America's new high protein feed ingredient.

Feeding this product to hogs has helped the growth of the soybean industry immensely. Hog population in this country has been growing since the low of 1935. On the first day of 1938 the Department of Agriculture reported 44,418,000 hogs on American farms. Furthermore, hogs sent to the Chicago market have been weighing more in past years. Average weight per hog for the calendar year 1937 in Chicago, for instance, was 244 pounds as against 240 pounds in 1936. In order to bring hogs up to weight economically, an efficient protein supplement is essential. Of all vegetable supplements, soybean oil meal presents the most complete array of amino acids of which protein is comprised, together with a high factor of digestibility.

More thoro experimental work on this product has been done by colleges and experiment stations during the past few years than upon any new feed ingredient in history.

Soybean oil meal has proven its value for all classes of livestock and poultry wherever tried and due to the exceptional balance of its proteins, its palatability, and high digestibility, has been able to replace our longer known high protein feeds in times of scarcity or high price, to the feeder's financial advantage and at the same time improve in many ways the ration to which it was added.

Hog feeders and breeders were among the first to recognize the value of soybean oil meal. This is perhaps partly due to the fact that the beans are grown and the meal processed near to the hog growing sections of the country.

The Ohio Experiment Station found that soybean oil meal produced more rapid gains than tankage or the ground or cooked whole soybeans. They also found that soybean oil meal can be fed to hogs without danger of producing soft pork, while whole soybeans produced pork that was soft and undesirable.

The Illinois Experiment Station found soybean oil meal to be fully equal to tankage both in palatability and productive value.

At the Iowa Experiment Station when soybean oil meal replaced linseed meal in the "Big Ten" ration there was no appreciable difference and when it replaced cottonseed meal the feed required for the hundred weight of gain was 17 pounds less than in the check group.

The University of Nebraska says: "The mixture of soybean oil meal and tankage, equal parts, proved equally as palatable as tankage alone and produced identical gains. In pro-

ducing 100 pounds of gain soybean oil meal replaced an equal weight of tankage. Therefore, it appears that soybean oil meal may be substituted for one half the tankage in the ration when it can be purchased for less per pound than tankage."

And so go dozens of other experiments, which may explain in a measure why hog men are among the largest buyers of soybean oil meal. This efficient, economical protein feed is no longer questioned in the hog country. It is an established, trusted friend to be relied upon when prices of hogs are low and the going hard.

The year 1938 saw the largest production of soybeans America has ever experienced. Soybeans will be plentiful and soybean oil meal attractive in price as compared with other proteins. With hog feeders more than ever aware of the danger of soft pork from the feeding of whole soybeans, more of them will turn to soybean oil meal as a supplement to home grains for fattening hogs.

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By securing explicit labeling and verifying the accuracy of such labeling, it is intended to encourage manufacturers to exercise their ingenuity to improve their foods, and to benefit by having corresponding claims of quality verified by impartial test and approval.

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For this reason each seal is issued with a serial number in the order that foods approved were submitted for test, and these serial numbers are in no way interchangeable.

The seal of approval of the American Animal Hospital Ass'n will appear only on dog foods which the Council and Committee believe are honestly labeled with respect to the nutritive value of the contained food, and that when fed, as directed by their manufacturers, are safe and satisfactory food for dogs.

This testing service is not supported by endowment nor affiliated in any manner with any food manufacturer or group, association or institute of manufacturers, or with any publication. The members of the Advisory Scientific Council and the Committee on Foods serve in the public interest without compensation for administrative or professional services. The testing service is available and offered to all dog food manufacturers anxious to provide the public with impartial professionally-qualified proof of the quality of their foods, at a minimum cost.

New Machine to Make Prune Meal

Hot on the discovery that prunes make an excellent meal for stock comes the announcement that Cali Brothers, hay and feed merchants of Cupertino, Calif., are rapidly completing a new machine to make prune-meal cattle feed. Santa Clara Valley's declining prune agriculture as a consequence has found its outlook for future support considerably bolstered.

Grinding and mixing of the prunes and a meal composition will begin shortly. A special preparation has been experimented with for the past three months and will consist of prunes, hay, meal, salt and other minerals.

New York, N. Y.—Most expensive wheat field in the world is the quarter acre adjoining the Wonder Bakery on the New York World's Fair grounds. It is of imported top soil, scientifically fertilized, and the wheat is expected to yield at the rate of 28 bushels per acre under what constitutes hand care.

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Dried Citrus Pulp, a New Feed, Being Tested

By A. D. JACKSON, Texas Agricultural Experiment Station

At a session of the Texas Feed Manufacturers Ass'n meeting at College Station, Tex., Dec. 1, Dr. G. S. Fraps, chief of the division of chemistry, discussed, "What Is New in Feeds," and mentioned a number of products that have interest both to feed manufacturers and to feeders. Among the unmixed feeds, Dr. Fraps mentioned dried citrus pulp which is a by-product from the canning of grapefruit which is made in considerable quantities in the Lower Rio Grande Valley. The peel, rag and seeds of the grapefruit are collected from the canners, some of the juice is squeezed out, lime added to facilitate drying and the material is then dried. In some factories outside of Texas the by-product is dried directly without pressing or without the addition of lime. The dried product contains about 6% protein, 2.5% fat, 62% nitrogen-free extract, and 11% fiber.

Feeding tests have been reported by the Florida and California Experiment Stations and also tests have been made at the Texas Agricultural Experiment Station with fattening cattle by the division of range animal husbandry and with dairy cows by the division of dairy husbandry. The results indicate that the feed has a good productive energy value altho low in protein. The productive energy appears to be about 10% less than that of corn. It is suitable feed for cows, beef cattle or sheep, but we have no data as regards chickens.

In the experiments with feeding dried citrus pulp to beef cattle at the Beeville Station the results indicate that the material is not suitable to form the entire concentrate portion of the ration. When fed in equal amounts with corn, the results compare favorably and are about the same as when corn alone is used and when the citrus pulp forms $\frac{1}{4}$ and corn $\frac{3}{4}$ of the concentrate the results are slightly better than when all corn is fed. This indicates a possible value as an appetizer or amendment to the ration.

In the experiments with dairy cattle, the dried citrus pulp was compared with corn and cob meal, and the rations using dried citrus pulp as one-half of the concentrate portion of the ration, gave as good results as those in which the corn and cob meal formed one-half. The other half of the concentrates in each case was composed of oats and suitable protein feeds.

In all the tests with citrus pulp the material seems to have something of a laxative effect and the herdsmen thought that probably it could not be fed successfully if it made up more than 50 per cent of the concentrate portion of the ration. The interest among feeders, however, seems to be to find the optimum amount of citrus pulp which may be used along with other concentrates in order to secure whatever appetizing value it may have. There are now only about 10,000 tons of this citrus pulp produced in Texas and this is about one-half of all that is produced in the United States. Thus, it may be seen that if the product has any unusual value, its practical use will involve supplying in the ration only so much of the citrus pulp as may be required to produce the desired appetizing effect.

Feedstuffs Movement in January

Receipts and shipments of feedstuffs at the various markets, during January, compared with January, 1938, in tons, were:

	Receipts		Shipments	
	1939	1938	1939	1938
*Baltimore	4,361	3,434	...	...
*Boston	519	833	...	212
*Chicago	10,724	11,342	40,329	37,508
Kan. City	5,100	6,825	24,250	25,975
*Milwaukee	320	290	6,420	4,490
*Peoria	26,020	11,220	14,480	15,920
*Millfeed				

Inasmuch as the amount of dried citrus pulp cannot become sufficient to supply any large proportion of the concentrates required in the dairy and feed lots, a finding that it has value in the ration, that may include a function as an appetizer, in addition to its value as a nutrient will probably cause its wide use as a part of the ration, particularly when used in amounts small enough that the bitter flavor is kept low.

Hay Movement in January

Receipts and shipments of hay at the various markets during January, compared with January, 1938, in tons, were:

	Receipts		Shipments	
	1939	1938	1939	1938
Baltimore	20	39	...	...
Boston	341	418	...	...
Chicago	1,321	1,743	24	146
Ft. Worth	11	44	...	...
Kansas City	2,460	4,452	324	1,188
Seattle	77	44	...	...

Prune Meal as Stock Feed

One good way to dispose of the surplus of prunes is to feed them to stock.

Prune meal ground with good oat hay has been found to compare favorably with other feeds in experiments by the College of Agriculture of the University of California, in feeding sheep.

A mixture of 65% prunes and 35% oat hay proved palatable. More than 65% of the total composition of the prunes was found to consist of digestible nutrients, including protein, ether extract and nitrogen free extract. The protein showed a low digestibility in tests, but owing to difficulty of measuring this factor it is believed the digestibility of the protein may easily be larger than the test figures show.

The only difficulty encountered during the trials arose when some of the animals were inclined to sour when fed the prune oat hay mixture in too large amounts.

The Last Word in Clark's Direct Reduction Grain Tables

is a combination of our popular 7-card set, Form 3275 Spiral and our new Truck Loads to Bushels, Form 23,090 Spiral which reduce by 10 pound breaks any weight of grain from 600 to 23,090 pounds to bushels of 32, 48, 56, 60, 70 and 75 lbs.

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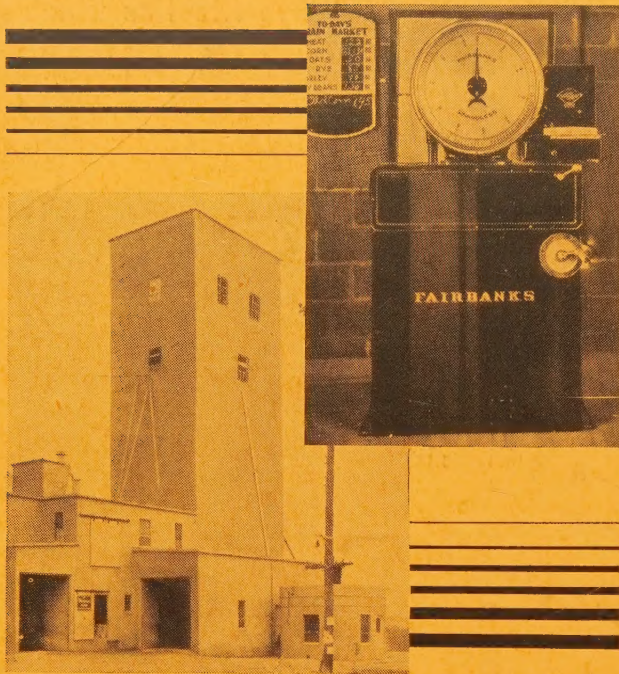
Both sets of tables are printed on heavy six ply tough check of durable quality, 11x13 inches with marginal index. Shipping weight, 3 lbs. You can get both sets described below for \$2.60, plus postage.

Direct Reduction Grain Tables

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600-11	1100-21	1800-31	2500-41	3200-51	3900-61	4600-71	5300-81	6000-91	6700-01	7400-11	8100-21	8800-31	9500-41	10200-51	10900-61	11600-71	12300-81	13000-91	13700-01	14400-11	15100-21	15800-31	16500-41	17200-51	17900-61	18600-71	19300-81	20000-91	20700-01	21400-11	22100-21
600-12	1100-22	1800-32	2500-42	3200-52	3900-62	4600-72	5300-82	6000-92	6700-02	7400-12	8100-22	8800-32	9500-42	10200-52	10900-62	11600-72	12300-82	13000-92	13700-02	14400-12	15100-22	15800-32	16500-42	17200-52	17900-62	18600-72	19300-82	20000-92	20700-02	21400-12	22100-22
600-13	1100-23	1800-33	2500-43	3200-53	3900-63	4600-73	5300-83	6000-93	6700-03	7400-13	8100-23	8800-33	9500-43	10200-53	10900-63	11600-73	12300-83	13000-93	13700-03	14400-13	15100-23	15800-33	16500-43	17200-53	17900-63	18600-73	19300-83	20000-93	20700-03	21400-13	22100-23
600-14	1100-24	1800-34	2500-44	3200-54	3900-64	4600-74	5300-84	6000-94	6700-04	7400-14	8100-24	8800-34	9500-44	10200-54	10900-64	11600-74	12300-84	13000-94	13700-04	14400-14	15100-24	15800-34	16500-44	17200-54	17900-64	18600-74	19300-84	20000-94	20700-04	21400-14	22100-24
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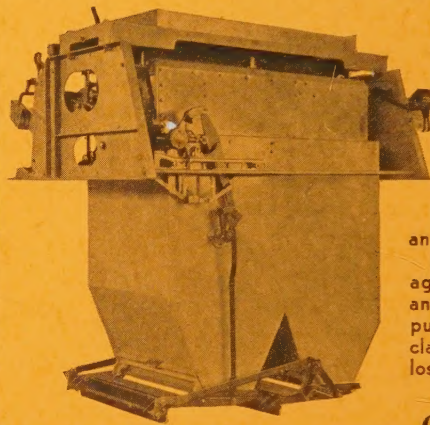


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